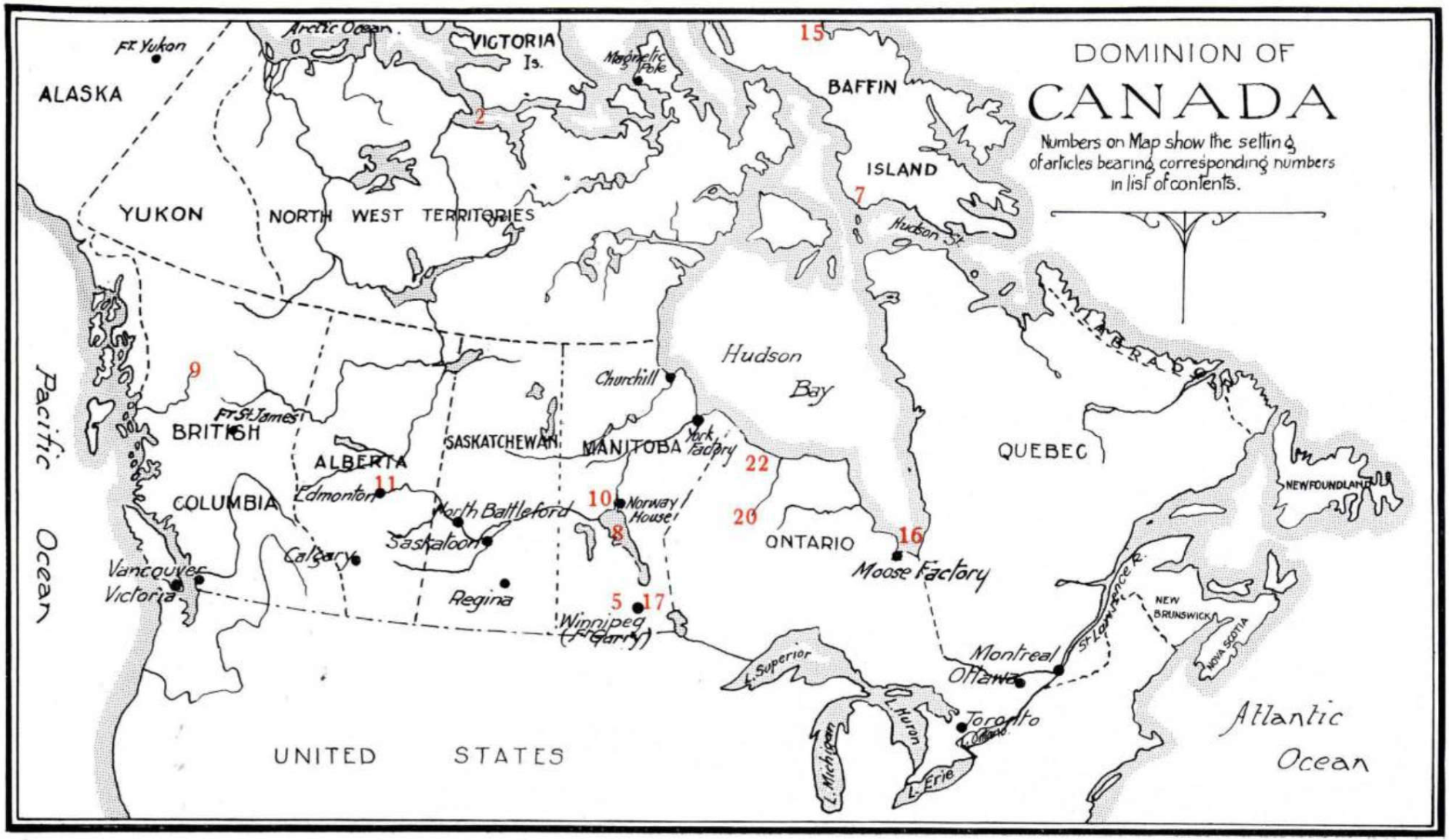
The Beaver

No. 4 OUTFIT 261 MAR. 1931

Hudson's Bay Company

INCORPORATED 2ND MAY 1670


DOMINION OF
CANADA
Numbers on Map show the setting of articles bearing corresponding numbers in list of contents.
Ft Yukon
Arctic Ocean
VICTORIA Is.
Magnetic Pole
BAFFIN ISLAND
ALASKA
YUKON
NORTH WEST TERRITORIES
Hudson Str.
Hudson Bay
Churchill
Pacific Ocean
Ft St James
BRITISH COLUMBIA
ALBERTA
SASKATCHEWAN
MANITOBA
York Factory
QUEBEC
LABRADOR
NEWFOUNDLAND
Edmonton
North Battleford
Norway House
Saskatoon
Calgary
ONTARIO
Moose Factory
Vancouver
Victoria
Regina
Winnipeg
St Lawrence R.
NEW BRUNSWICK
NOVA SCOTIA
Montreal
Ottawa
L. Superior
Toronto
L. Huron
L. Michigan
L. Erie
Atlantic Ocean
UNITED STATES
15
2
7
9
11
10
8
22
20
16
5
17

Hudson's Bay Company.
INCORPORATED 2ND MAY 1670.

The Beaver

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The H B C Packet

SINCE the first of the year the head offices of all the departments operating in Canada have been centralized in Hudson's Bay House in Winnipeg, which has been the home of the Canadian Committee for the last ten years. This completes an important stage in the policy of the Company to centralize the administration of the Canadian business in Winnipeg, and for the first time since 1911, when the activities of the Company were divided in four departments—Fur Trade, Stores, Land, and Wholesale—the head offices of all departments are under one roof, and surrounding the Canadian Committee.

* * * * *

Buying offices were opened by the Company in Toronto on 1st January, in charge of W. A. Wise, assistant manager of Canadian buying offices. The new premises are situated in the York-Piper Building, next to the Royal York Hotel, conveniently situated for visiting buyers.

The Company has buying offices in Montreal and Toronto, Canada, in London, England, and in Paris, France. E. P. Lennon, Montreal, is manager of the Company's Canadian buying offices.

* * * * *

The Hudson's Bay Company Business Club is gradually extending its field of operations. Formed originally in the Winnipeg store in February, 1929, under the name of the Junior Executive Club, it has now extended to Vancouver and Edmonton.

The club has no definite constitution or by-laws. It comprises managers, assistant managers and junior executives throughout the store, who meet for dinner once every two weeks, after store hours. Store problems are discussed, future plans are announced, and usually a special speaker expounds some particular subject pertaining to business or other activities of store life.

The Hudson's Bay Company Business Club is doing yeoman service in cultivating a better acquaintance and better understanding among our store executives. We hope to give brief details of the activities of this club in future issues of *The Beaver*.

* * * * *

For some years our Company has devoted a great deal of care, attention and money to the welfare of their staff, and, coincident with the growth of our activities, the Governor and Committee have been giving considerable thought to the establishment of a uniform medium through which all these activities and any other activities that might be undertaken in the future, could be conducted.

Some years ago the Beaver Club was formed in London for this very purpose, and it has now been extended to Canada by the creation of a Beaver Club at each of our large stores on 1st February, 1931. These Beaver Clubs took the place of the old Employees' Welfare Associations, and they readily adopted the

uniform constitution and by-laws which London had prepared in the light of their experiences of the past few years.

The history of the Beaver Club is an interesting one. Originally, it was an exclusive social club in Montreal with the old North-West Company, formed by them in 1785. Its membership was confined to partners of that Company who had wintered in the northwest. In 1824, after the coalition between the North-West Company and ourselves was arranged, and when Montreal lost its pre-eminence in the northwest trade, the Beaver Club was disbanded, although Sir George Simpson made several attempts to revive it. Since that time suggestions for its revival have been made from time to time, but it was not re-created until London started their Beaver Club, for welfare purposes, in 1923.

The chief objects of the Beaver Club are to render financial aid in case of sickness, *et cetera*, and to bring the members of the staff together in bonds of good fellowship through social gatherings, sports and games. The Company makes a handsome contribution to each club on account of welfare.

Now that we have established a uniform medium through which all welfare work in connection with our staff can be undertaken, the Governor and Committee hope, in due course, to expand the activities of the Beaver Club to every department in the service.

* * * * *

Revillon Freres Trading Company Limited, our oldest surviving competitor in the fur trading business of Canada, have transferred their headquarters from Montreal to Winnipeg, and they are now located in the Lombard Building on Main Street.

This is a move of considerable importance to fur trading activities in Canada, as it establishes the headquarters of the three principal fur trade companies in Winnipeg; namely, Hudson's Bay Company, Revillon Freres Trading Company Limited, and the Northern Traders Limited.

It also is a clear indication of the growing importance of what might be termed the central city of our great Dominion, and it indicates that, with the improved facilities of transportation and communication, how important it is for companies with Dominion-wide activities to have their headquarters as near as possible to the centre of those activities.

We extend a sincere welcome to Mr. S. H. Coward, general manager of Revillon Freres Trading Company Limited, also to his staff, and we hope that they will enjoy their new prairie home.

* * * * *

Telegraphic advice has recently been received from the Western Arctic of the wreck of the motor schooner *Fort McPherson* (Captain D. O. Morris) on October 3rd last off Richardson Island, Coronation Gulf. The vessel drifted on the rocks in a gale and is a total loss. Very little cargo was aboard and there was fortunately no loss of life.

This staunch little auxiliary schooner, specially constructed for working in ice, was built in Vancouver in 1914. She was sixty feet long by sixteen feet wide, with a capacity of fifty tons. Her career has been an interesting one. She established Herschel Island post, the first in Western Arctic district, in

1915, having endeavoured to reach that point the previous year with supplies from Vancouver but being prevented by the bad ice conditions at Point Barrow, which is the northernmost tip of the continent. Since then, year in, year out, she has breasted the Arctic seas and ice-floes from Herschel Island to King William Land. Now that she has left her bones on the ice-bound shores, many an old-timer will feel he has lost a true friend.

* * * * *

Godfrey Llewellyn Bellingham, Land Department, said good-bye to his colleagues and friends of the Land Department and other branches of the service on 31st January, on the occasion of his retirement after twenty-nine years in the Company's employment, completing the longest consecutive service of any member of the Land Department staff.

Mr. Bellingham originally hailed from Newport, Wales, and came to Canada in 1902. On May 16 of that year he joined the staff of the Land Department, Winnipeg.

When Mr. Harman became land commissioner, Mr. Bellingham was appointed as his assistant. Mr. Bellingham's friendly, good-natured disposition has endeared him to all with whom he has come into business contact. Quiet, unobtrusive in his manner, his delightful personality will be greatly missed; and it is the wish of his many friends that he will long be privileged to enjoy his well-earned leisure.

The members of the staff of the Land Department presented Mr. Bellingham with a gold watch as a memento of their esteem and good fellowship. Mr. and Mrs. Bellingham intend making their future home in Vancouver, B.C.

(See *The Beaver*, Vol. 1, No. 4, January, 1921, for further information regarding Mr. Bellingham and his service with the Company.)

* * * * *

Members of the Fur Trade staff and other friends met in the Fur Trade office, Winnipeg, on Saturday, 15th December, when Mr. George W. Allan, K.C., Chairman of the Canadian Committee, presented Chief Factor C. H. French with a five-piece silver tea and coffee service, including a silver tray.

In making the presentation, Mr. Allan referred briefly to Mr. French's remarkable career in the service. Mr. James Thomson followed Mr. Allan with some recollections of his early days with Mr. French in British Columbia.

Mr. French, in reply, voiced his deep regret at his coming separation from the service after so many years, and from his many friends in the Company. He said he was looking forward to a well-earned leisure in retirement at Victoria, and that he would continue to follow the activities of the Company, particularly in the Fur Trade department, with the keenest interest.

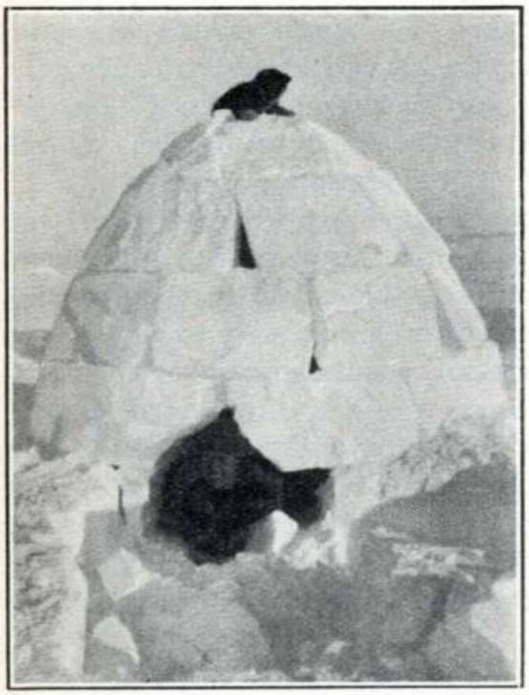
"We are all blind until we see, that in the human plan
Nothing is worth the making, if it does not make the man.
Why build these cities glorious, if man unbuilded goes?
In vain we build the world unless the builder also grows."

—*Edwin Markham.*

An Igloo Night

By R. H. G. BONNYCASTLE, Western Arctic District

IT was after dark on a March night when three dog trains, accompanied by their Eskimo drivers, wives and children, and myself, approached their destination, an Eskimo winter encampment on the frozen waters of Coronation Gulf near the mouth of the Coppermine river. Fairly familiar with winter travel in the bush country, this was my first experience of the barren Arctic Coast in winter. From what I had read and heard, I anticipated that a few indistinct mounds in the snow would indicate our arrival at the snow village, and was amazed, as we rounded the rocky bluff of an island, to see a cluster of bright lights in the darkness, apparently suspended in mid-air. At sight of these, the dogs broke into a gallop, each team heading for one particular light, and at the same time small, dark objects came running towards the sleds. The lights came from seal oil lamps shining through the ice windows of snow houses, and the dark objects were children running out to meet the sleds returning home from the trading post.



An Amateur's Igloo

My own particular guide halted his team at the entrance to a small tunnel several yards from a knot of lighted snow houses. Pointing to this hole, he indicated that I should enter; which I did, on all fours. Progressing a short distance in this undignified manner brought me to the end of the tunnel, out of which issued three very small holes. I entered the left-hand one, and wriggled through.

I now found myself in a most commodious igloo, about twelve feet in diameter and eight feet high in the centre. It was well illuminated by two seal oil lamps, the light being reflected and intensified by the clean, white walls and roof. A platform, about two feet above the floor, occupied exactly half the area and was covered with deerskins. Blankets and bedding were rolled back on it, against the wall. Other furniture consisted of a board resting on snow blocks acting as a table, two half-moon shaped stone lamps, each on a snow platform and with a sort of scaffolding erected over them made of bits of willow. Pots were suspended from this willow frame and odd garments spread on top to dry. A sort of reservoir, built of snow, against the wall, acted as a receptacle for scraps, and everything seemed clean.

I seated myself on the edge of the sleeping bench, for such was the platform, and removed my outer deerskin garments, which the woman of the house care-

fully brushed free of snow, folded and stowed away. She then prepared tea over a primus lamp, which we all took, together with hard-tack and jam. Other people—men, women and children—visited us, crowding the snow house and gratefully accepting a cup of tea and a biscuit. They came and went, freely discussing the visitor in their guttural native tongue. On the occasion of a second visitation, the good housewife produced a fine, raw, frozen salmon, which she cut in pieces, one for each person. This everyone ate in their fingers, first tearing off the skin with their teeth. It is a favourite article of diet for these people, and contrary to my expectations, tasted not unpleasant.

By and by, with so many people in the igloo, which, of course, is constructed entirely of snow (not ice, as many think), the temperature began to rise, the weather being comparatively mild in any case. The result was that the snow roof started to drip in places, and I soon felt a trickle of cold water run down the back of my neck. I was much interested in my host's remedy for this discomfiture when I saw him cut a piece of snow about the size of his fist from a block kept handy for the purpose and clap it against the moist spot overhead. The moisture caused the block to stick and further drops, if any, were absorbed by it.

About 11.30 p.m., I wanted to sleep and indicated this by signs. Immediately all guests took their departure, first prostrating themselves on the floor, not from any sense of deference to myself, I discovered, but simply to get on even terms with the door. A nicely fitting snow block was then placed in this opening to keep out the cold, also inquisitive dogs, who had already paid several scavenging visits and were thus confined to the shelter of the entrance porch or tunnel leading from the igloo itself to the outside. Bedding was spread out on the sleeping platform. The seal oil lamps were extinguished, and soon the family and I were settled in our respective sleeping bags, warm and comfortable. Before dropping off to sleep, I pondered the amazing character and resourcefulness of the people who live this life.

These Eskimos had spent the previous few years back from the Arctic Coast, in the Barren Lands, where they hunted deer, living in tents of skin or canvas in the summer and in snow houses in the winter. Each year in March or April, they were accustomed to pay a brief visit to the Hudson's Bay Company trading post at Kugaryuak or Fort Hearne to secure their limited requirements of ammunition, tea, tobacco and other odds and ends, returning immediately afterwards to the interior. This year the deer hunt had failed, and they sought the coast in January in order to seal on the ice, which was their occupation when I visited them. They are not great hunters of foxes and bother themselves very little with trapping or white man's goods, provided they can get plenty of their native foods—deer, fish and seal. They live happily together, having developed the community idea to a high degree.

Chief amongst the many things which amaze a newcomer is the extraordinary efficiency of their snow houses, mud sleds and seal oil lamps. Scarcely anything civilization produces can compete with these three phenomena in their own field. The snow houses cost nothing to build, the only tool necessary is a snow knife, while the only material (snow) is available in large quantities all winter. No portable dwelling could be so comfortable or so well adapted to requirements. The sled, or *kometik*, which is made of two long planks on edge with cross-pieces lashed on top, is equipped by its ingenious owner with mud

runners, extraordinary as this may sound. The sled is turned upside down, and nice pliable mud, like plasticine, previously thawed over a primus lamp, is stuck along the entire length of the runners. This freezes solid, when, with the aid of a plane or rasp, it is made level and smooth. Next, a piece of bearskin is moistened with water and brushed along the surface of the mud, leaving a film which immediately becomes ice. This is repeated until there may be a quarter of an inch of ice covering the mud, giving an ivory-smooth finish with a minimum of friction on snow. The sled is then uprighted and ready for loading up. Enormous loads can be hauled with little effort on account of this lack of friction. The ice wears off and is renewed daily, or sometimes oftener, but the mud sticks on wonderfully provided bare rock and gravel are avoided. If a piece comes off, it is carefully preserved, thawed out and replaced.

Eskimo Icing Sled

Much could be written about the seal oil lamps. The lamp itself is fashioned of soap-stone. The oil used is secured from the seal, which also provides food and clothing. The wick is moss gathered in swampy places. Everything is home grown, so to speak, and the result provides light and heat for the igloo.

Pondering these things in my mind, I soon dropped off to enjoy my first night's rest under cover of a snow house.

Our Cover Picture

H.R.H. James, Duke of York

Our cover picture is from a portrait of H.R.H. James, Duke of York (afterwards King James the Second), brother of King Charles the Second and second Governor of the Hudson's Bay Company, 1683-1685. He succeeded Prince Rupert to the office of Governor of the Company, and resigned from that position on his accession to the throne.

King James the Second was born at St. James's Palace on 14th October, 1633, the second son of Charles the First and Queen Henrietta Maria. He became King of England, Scotland and Ireland in 1685, succeeding King Charles the Second. He died at St. Germains on 6th September, 1701.

The artist who painted this portrait was Jacob Huysmans, a native of Antwerp. The portrait hangs in the Committee Room of the Hudson's Bay Company, Hudson's Bay House, London, England.

There is a striking resemblance, as well as similarity in pose, between this portrait by Huysmans and that of King Charles the Second by Sir Peter Lely, which was reproduced on the cover of March, 1930, issue of *The Beaver*.

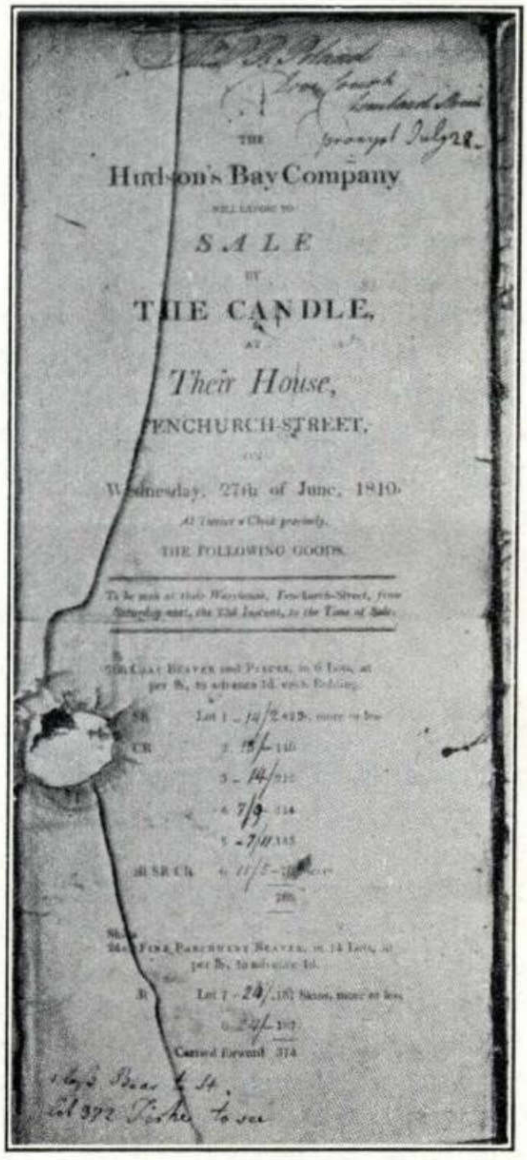
Sale by Candle

An Old Fur Trade Custom

IN these days of flaring electric light, the part the now humble candle once played in human affairs is forgotten by the majority, except in those few corners of England and other countries where some old custom keeps it in mind. Not much more than a hundred years ago, as well as being the principal artificial illuminant once the sun had set, it was the arbiter of price in many an auction, not the least of which was that held periodically by the Hudson's Bay Company. Certainly, as is shown by the Hudson's Bay Company's old catalogue, we are able to reproduce through the courtesy of Messrs. P. R. Poland & Son, Limited, the practice of accepting bids "by the candle" prevailed in 1810, although some sales bills in the writer's possession, dated some eighteen years later, indicate it had then dropped out of use. It is doubtful which of the forms of "Sale by Candle" was practised in the Hudson's Bay auction rooms—whether it was one in which bids were only accepted while the inch of candle burnt, or that where a pin was inserted in the candle a space below the burning wick, and the last bid heard before it fell out through the flame reaching it accepted, or still another method which yet survives in France of timing the length of the bidding by the burning of a small wax paper.

The use of the candle as an automatic auctioneer now exists in England only in connection with the letting of land in certain parishes. At Tatworth, near Chard, it is done annually; Corley, near Kettering, holds a candle auction every eight years; and in Warwickshire the grazing rights at Walton have also been let yearly since the time of George III. by this means. Here the surveyor presides, and, after producing an old book containing the records of the annual lettings since 1815, has an ordinary candle cut into five equal lengths, one for each lot to be sold, and the bids continue until the wick dies out, when the last one is accepted.

In the case of Tatworth, the other annual candle auction in England, the


THE
Hudson's Bay Company
SALE
BY
THE CANDLE,
AT
Their House,
FENCHURCH-STREET,
Wednesday, 27th of June, 1810.
THE FOLLOWING GOODS.

Photograph of a framed Hudson's Bay Company sales bill of 1810 which was hanging in the office of Messrs. P. R. Poland & Son, Limited, during one of the last aeroplane raids over London, and suffered in the damage done in Queen Victoria Street. The firm have kept it exactly as the flying shell fragment left it.

land to be let is a 700-acre holding called Stowell Mead, noted for its abundance of splendid watercress, and at this place the ceremony is opened by the thoroughly British custom of a jolly good feed. Preceding the auction would-be bidders gather at "Ye Olde Poppe Inne" and strengthen themselves for the ordeal with blue cheese, watercress, onions and beer. After this an inch of tallow candle is lit and placed on a board in a hole which has been burnt in it by annual last flickerings of the wick since it was new in 1832, and the ceremony opens after lighting it by the fifteen odd landowners and tenants, who are qualified to bid under the terms of an ancient deed, starting to make their offers. At the 1929 sale the flame burnt thirty minutes, and the last bidder acquired the year's holding for £2 12s. 6d.—a rise of 6d. on the previous year's rental. One of the rules ordains that anyone who leaves his seat while the candle is burning has to pay 6d., and this has been enforced during the hundreds of years of the auction's history.

The form of candle letting by the dropping of a pin is practised at Long Whatten, in Derbyshire, where the grazing land on the borders of a wide lane is bid for annually from the time a candle is lighted until the flame reaches a pin stuck through it at a certain distance from the top and lets it fall, when the person making the last bid is successful.

The other method of timing the bidding by small wax tapers, formerly in use in England, lasted at Bremen until the end of 1893. There, every Friday afternoon in a room in the old Exchange, a judge and his secretary took their seats, attended by a crier and a servant dressed in a flame-coloured coat and holding a box of wax matches, each of which was supposed to burn for one minute. On being signalled, this man lit one of these tiny candles and the bidding began. At each bid the burning match was extinguished and a new little taper lighted, the property up for auction only being disposed of to a last bidder when it burnt itself out before another bid had been made. . . .

The photograph of the Hudson's Bay candle sales is proof enough to the currency of this practice, but it is further emphasized by the fact that in an Act of William III. (1698) this method was legally prescribed for the sale of goods and merchandise from the East Indies.

It was in regard to the first mentioned way that Samuel Pepys, writing on November 1st, 1659, says: "To our office, where we met all, for the sale of two ships by an inch of candle (the first time that ever I saw any of this kind), where I observed how they do invite one another, and at last how they all do cry (bid), and we have much to do to tell who did cry last."

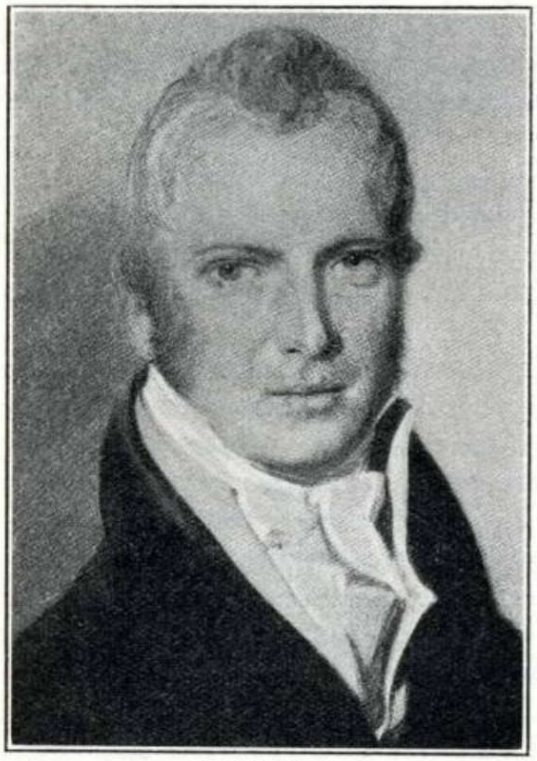
His last comment is testimony to the excitement raised as the wick seemed about to drop, and each bidder strove to be the last before it died out, and possibly the confusion had something to do with its falling into disuse.

Apart from the interest of this photograph of an outside cover of an old catalogue, the contrast it immediately suggests with the bulky volumes of today—whose tendency seems to be to grow ever larger—is not untinctured by regret for the days that are gone, when business was begun and finished in a short time instead of taking up three weeks of continuous sales three times a year; although the thought of every lot being only knocked down after the death of an inch of burning candle conjures up such an eternity of time in the sales rooms that our regret is distinctly softened.—*British Fur Trade, June, 1929.*

From Diary of Nicholas Garry

NICHOLAS GARRY was deputy-governor of the Hudson's Bay Company from 1822 to 1835. He made a tour in the Northwest Territories in 1821 in behalf of the Hudson's Bay Company. One of his qualifications, he tells us, was that he was the only single man on the directorate.

His diary of 1821, published by the Royal Society of Canada, is informative, but all too brief. Writing of conditions in 1821 at Red River, he says:



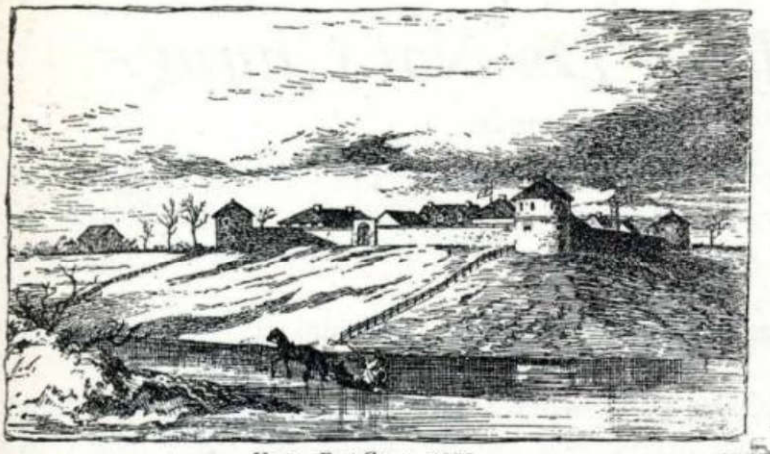
Nicholas Garry
Deputy Governor, Hudson's Bay Company, 1822-1835

"The price of labour at Red River is one dollar per day, 4/6 with food. A tradesman, carpenter, &c. two dollars. A man can live on fish at a shilling a day. Food at present plenty, but as the colonists increase in number it will become scarce, but the transport by water is easy and the woods in the neighbourhood in great plenty."

Again: "Fifty halfbreeds, with their families, averaging four persons, live by hunting buffaloe. For each buffaloe they receive four dollars or 18 shillings on the spot."

Nicholas Garry enjoyed the natural beauty of the country, and it had the effect of setting him moralizing. "At the foot of this magnificent fall we dined and a power of imagination and description might picture it in the most enchanting colours. Indeed to my feelings there is something very animating and inspiring in the life of a voyageur. In Nature's wilds all is independence, all your luxuries and comforts are within yourself and all that is pleasurable within your own minds; and after all this is happiness, if there is such a thing in the world; which no mortal can say. Indeed there is no reasoning unhappiness. Our whole life is spent on wishing for something which, when we acquire it, often becomes insipid and new objects and new views crowd upon the mind, producing dissatisfaction with the present and a longing or desire for something in the future."

Here is one of his pen pictures, vivid and impressive: "Our dinner table was a hard rock, no table cloth could be cleaner, and the surrounding plants and beautiful flowers sweetening the board. Before us the waterfall, wild, romantic, bold. The River Winnipic here, impeded by mountainous rocks, appears to have found a passage through the rocks, and these, as if still disputing the power of water, show their heads, adding to the rude wildness of the scene, producing whirlpools, foam, loud noise, and crystal whiteness beautifully contrasted with the black pine. This again is softened by the freshness and rich



Upper Fort Garry, 1852

foliage of the ash, maple, elm, red willow and occasionally the oak bringing to mind England and all the delightful recollections this happy country produces, and showing in fact all the folly of my opening phantasy of a want of happiness in this life. The wildness of the scene was added to by the melancholy white headed eagle hovering over our board. The scenery from the fall becomes more wild and romantic, the rocks assume now the character of mountains."

Fort Douglas

He gives a short account of his interview with Chief Peguis, of the Saulteaux: "At half-past nine arrived at the encampment of Pegwacs, or Cut Nose, Chief. The chief had his flag hoisted, an English Jack, with the Hudson Bay arms, given to him by Lord Selkirk. He showed me a testimony written on moose skin stating he had always been a faithful, sincere friend to the colony and recommending him to the attentions of the officers in the service of the Hudson's Bay Company. It was short, but written in that beautiful style which marked Lord Selkirk's writings. I made him a short speech thanking him for his friendship and requesting its continuance. He entreated me not to send the usual supplies to the Sioux. He is of Sauteux or rather the Chippeways."

Among other notes, he gives the tariff of 1820-21:

Standard of Indian Trade, 1820 and 1821

Cloth, common	Yds.	1		4	M.B.*	Rum	¼ gal.	1	M.B.*
" second	"	1		6	"	Shirt, flannel	1		2	"
" superfine	"	1		8	"	" cotton striped	1		3	"
Duffle of sorts	"	1		3	"	" white	1		2	"
Fox Tail	"	1		3	"	Soap	1	lb.	1	"
Flints		20		1	"	Vermillion	1/16	"	1	"
Guns, 3 feet		1		10	"	Hats, common	1		2	"
" 3½ "		1		11	"	Jackets, cloth	1		3	"
" 4 "		1		20	"	Waiscoats	1		3	"
" Fowling		1		20	"	Cards, pack	1		1	"
Powder		1	lb.	2	"	Beads, common	⅜	lb.	1	"
Tobacco		½	"	1	"	Shot	1½	"	1	"
Blankets, striped		1		8	"					

*Made Beaver

Things That Do Not Change

By CALLISTHENES

ONE who has a record of conspicuous success both in business and in public service was discussing with a member of this House the characteristics of the generation which should now be stepping into places of responsibility and influence.

He began work when he was fifteen and has risen unaided from the foot of the ladder to the top.

"In the last year or two," he said, "when I have spoken to young men about the hard work I did between fifteen and twenty, about my early hours, my evenings spent in study, they have often said to me: 'Oh—all that is changed now.'

"They think that somehow because they take an easier view of life that life itself has become easier, that there is a higher standard of freedom and intelligence in the post-War world which puts the Victorian seriousness and discipline out of date.

"I always tell them that there are two things that have not changed, will never change and cannot change; there is no way to exceptional success except by exceptional hard work and hard thinking; no man ever achieved his ambition without making sacrifices for it.

"Hard work and sacrifice I knew in plenty. I worked till my eyes would stay open no longer. I was busy with my books when other boys of my age were at amusement or sport. But there is not one hour that was not necessary to my progress and not one hour of which I am not now proud.

"These are two things that England must learn now. If she does not learn them willingly they will be forced on her by world competition."

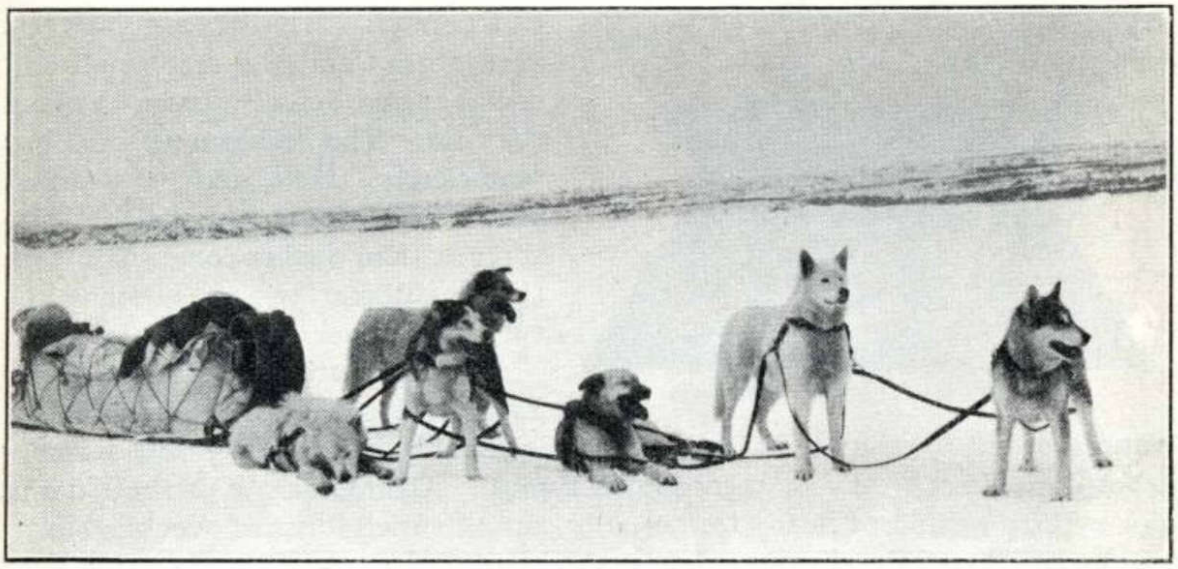
We give this conversation as exactly as we can remember it, for we think there is not a sentence of it without value.

It is pleasant to believe that we can smile our way to prosperity. It is pleasant to believe that our natural ability, a fashionable accent and an education that our neighbours regard as the correct thing will suffice, with an average amount of work between nine and six, to take us to success. But it is not true, never has been true, and will not be true even in the millennium.

Long effort and sacrifice may not have the prestige they had in Queen Victoria's time, but they happen to be indispensable and unchangeable. Every man who comes to success must make them. Some one in every business which comes to success must make them.

[*This article by "Callisthenes" appeared in the London Times of 1st January, 1931. It is reproduced here by the kind permission of the author and Messrs. Selfridge & Co. Limited, London, England. It has a universal application that should make it of interest to our readers, particularly at the present time.*]

Ten Commandments formulated by Dr. Frank Crane: Be Agreeable. Know your Business. Tell the Truth. Don't Argue. Make it Plain. Remember Names and Faces. Be Dependable. Don't be Egotistic. Think Success. Be Human.

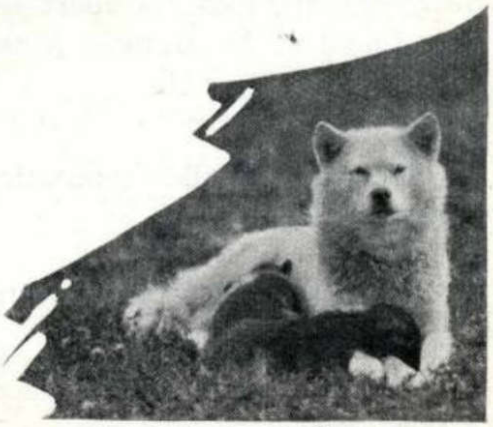


Dog Transport in Far North

NOTWITHSTANDING the advances made by the aeroplane towards solving the problem of transportation in Canada's Far North, the Eskimo dog still remains a major factor in meeting local needs. Hudson's Bay Company men, the Royal Canadian Mounted Police, explorers and investigators, who through their work in the Arctic regions of the Dominion have been brought into close contact with the native dogs, agree that the dog train will long remain of great importance as a means of transportation in the Far North.

The Eskimo or "Husky" dog is the only domesticated animal of the Eskimos of the Canadian Arctic regions. Like its master, it is generally believed to have had its origin in Asia, and probably was brought into North America by these people. Pure-blooded Eskimo dogs are now very rare, due to the fact that since the first contact between white men and Eskimos, and particularly in recent years, much attention has been given to increasing the size and strength of these northern dogs for draught purpose by cross-breeding with other kinds of dogs. Unfortunately, this breeding has often been carried on in a rather indiscriminate way and, although in some instances a faster or heavier type of dog has been developed, it is highly problematical if, for general purposes under Arctic conditions, any improvement has been achieved.

The pure-blooded Eskimo dog is fairly large and wolf-like, averaging from twenty-two to twenty-eight inches in height over the shoulders and, when in good condition, from sixty to one hundred pounds in weight. It is strong and powerfully built, with unusually heavy chest and neck. The muzzle is rather short and broad, and the



A Contented Husky Mother
(Photo by Del Symons)

Eskimo Dog. (Photo by Del Symons)

ears pointed. The legs are short but very strong and the feet small and compact and densely furred between the toes. The underfur is short but remarkably thick and is overlaid during the winter by straight hairs three to four inches long, except on the shoulders, where a mane-like tuft six to seven inches long is found.

In colouration the present-day Eskimo dog shows a great deal of variation, but for the pure-blooded animal probably whitish gray with a somewhat darker back may be regarded as typical. Characteristic of the Eskimo dog is the magnificent bushy tail, usually carried curled forward over the hip.

In hardiness the Eskimo dog undoubtedly surpasses all other domestic animals, including the reindeer. It can stand the lowest temperatures and sleep out in the severest blizzards without any shelter. When necessary it can, like its master the Eskimo, withstand starvation surprisingly well, and cases have been recorded of dog teams that have worked hard under severe conditions with little or no feed for several weeks.

During the winter the dog is used for hauling sleds, and in the summer for towing umiaks or canoes along the shore and for carrying loads. Hitched to a sled an Eskimo dog is required to haul loads of from one hundred to one hundred and fifty pounds per animal, depending on the condition of the trail, but for long trips probably one hundred pounds per dog is the average. The largest teams are used in Greenland and in Alaska, where twelve or even sixteen dogs are harnessed to the sled for long trips, while the smallest are used by the Eskimos of the central part of Northern Canada, whose teams usually consist of four or five dogs. The most trying time for an Eskimo dog is during the summer, when the weather is hot and the mosquitoes and flies torment man and beast. For packing, a primitive sort of pack-saddle is made from sealskin. Strong dogs will carry loads of half their own weight.

In the history of Arctic exploration, the Eskimo dog has earned an enviable position. Although of late years the dog-train has been supplanted by the aeroplane and the radio as a means of transportation and communication between far northern points and the outside world, it still remains an important factor in filling local transport needs under the varied and often adverse conditions found in the Arctic.— *Natural Resources Canada.*

"You cannot build a reputation on the things you are going to do."—*Atlantic Coast Line News.*

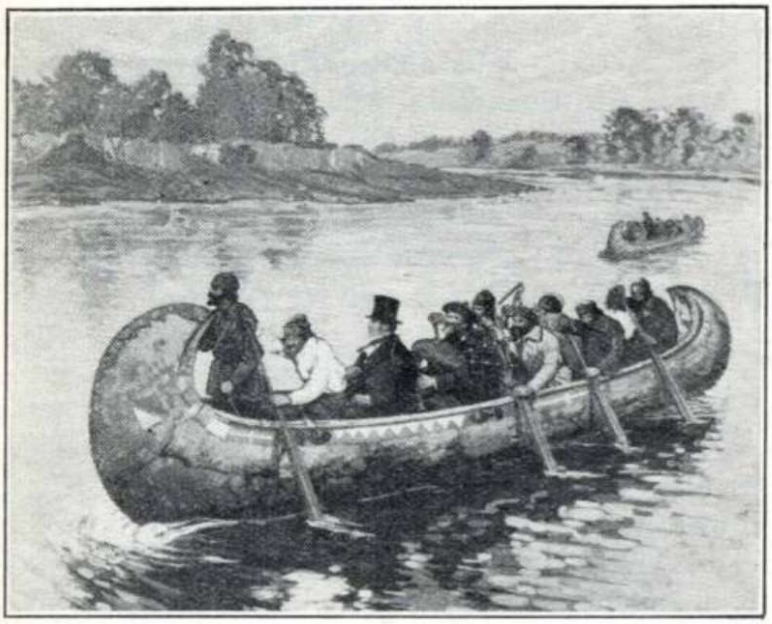
"Quitters never win—winners never quit."—*The Commonwealther.*

"There is no man living who cannot do more than he thinks he can."—*Henry Ford.*

Canot du Nord

Canoes One Hundred Years Ago

IN the year 1828, Sir George Simpson made an interesting canoe voyage from Hudson's Bay to the Pacific Coast. On his journey, he was accompanied by Chief Factor Archibald McDonald, who kept a brief journal of passing events that struck his fancy. This record, or collection of notes, was edited by Malcolm McLeod and published under the title of "Peace River." It is now a scarce and valuable historical document.



Governor Simpson in His Express Canoe

In his notes, rounding out McDonald's journal, Malcolm McLeod gives one of the best descriptions we have of the light canoe then in use:

"'Light Canoes'—specially made and adapted for speediest travel. I saw those, the very ones spoken of, at Norway House, on their passage up. The Governor's was the most beautiful thing of the kind I ever saw; beautiful in 'its lines' of faultless fineness, and in its form and every feature; the bow, a magnificent curve of bark, gaudily but tastefully painted, that would have made a Roman rostrum of old hide its diminished head. The paddles, painted red with vermilion, were made to match, and the whole thing in its kind was of faultless grace and beauty—beauty in the sense of graceful and perfect fitness to its end.

"This class of canoe is (or rather was, for I am speaking of times now somewhat old), generally known under the name of 'North Canoes,' from the fact, that on the arrival of the largest kind of canoes used in the trade, viz., those which used to be dispatched (and that until very lately) from Lachine, on first open water, to Fort William, Lake Superior, and which were called 'Canots du Maitre,' had to be exchanged, or left behind for smaller craft, half the size, and such as could be portaged from that point upwards. The Canot du M. was of six fathoms, measured within, and the C. du Nord about four, more or less. The ordinary crew for the former was sixteen or eighteen, and for the latter eight or nine. The larger could stand any storm in Lakes Huron and Superior, but it was ever the habit of voyage to avoid the encounter as much as possible. Their ordinary load was one hundred and twenty pieces of ninety pounds each, say five tons, with men, and passengers' baggage. They always

carried passengers, say from four to eight or even more in case of children. I never heard of such a canoe being wrecked, or upset, or swamped; they swam like ducks. If overtaken, as was often the case, in a long traverse from point to point, or across large bays in the big lakes, the heavy 'parla' (red canvas oil-cloth) used to be thrown over the goods as a storm deck, and then, skilled strength and pluck, with the trusty bark, did the work. The average rate on still and calm water was from five to six miles per hour, but the Governor's rate was always a little more. Ninety miles a day was his average on some routes, i.e., down stream.

"In a small canoe with three men, I have myself done 98 miles (distance scaled) in twenty-four hours, including six portages, and three hours for sleep. The Governor, I have no doubt, has often beaten that, for he ever had the best of canoemen, Iroquois, and any extra 'Canadians' who could keep up with them in quickness of stroke (60 a minute at times) and otherwise be up to their mark in the work.

" 'The Guide,' Governor or no Governor on board, is ever master, absolute, of the march. As a class, they are certainly the most trustworthy of men. The present canoe voyage from Hudson's Bay to Pacific, and on waters through real gorges, canyons, with rapids, dalles, cascades, 'chutes,' falls, &c., and that without a single accident to life, limb, or property, and without the loss of pin's worth, save a ten-cent paddle on a portage, proves their quality. He was, generally, some steel framed, steady and electric eyed Iroquois of Caughnawaga, or, as I believe in this case was, some old French Canadian voyageur, wise, exceedingly, in his own way, and endowed, one would think, with special instincts for his duty. In canoe, he takes the post of honor, i.e. of danger and trust, the bow. Between him and his precious charge, every nasty ripping rock, or sunken stick in the way, the shallow way—for going up stream they have ever to hug the shore—there is nought but the thin birch bark, and its slender lining. He must needs, therefore, watch every inch of the way. On the other hand, when running a bad rapid, or, more fearful still, a chute with its whirlpools, what a world of lightning calculations and electric force of thought must fill and flash from that brain and unmoved head, which with its long ebon hair, flashes hurtling in its plunge, like a meteor, through the mists of boiling waters! On such occasions not a word is said, the steersman, the biggest giant of the lot, takes his 'cue' from a sign from the bow's man, generally imperceptible to others not trained in the mystery, and at it they go, as one heart, one mind, quickly, strongly, but ever (and in this the native shows almost a specialty) with a reserve of physical power and nervous energy equal to the occasion. 'Stoic,' he never loses his presence of mind. 'Tis he runs our steamboats down the fiercest rapids."

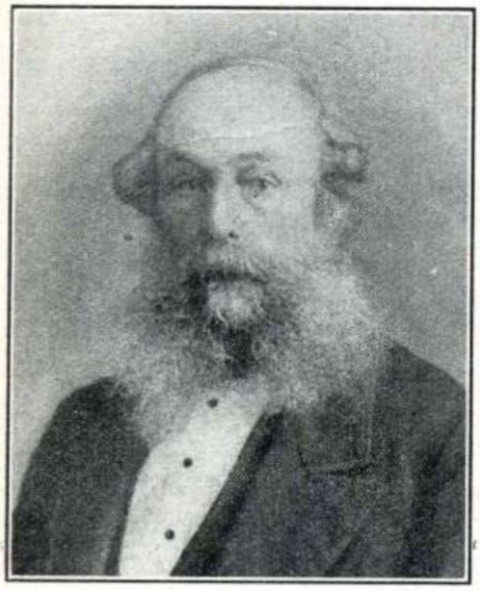
"Though everything looks dark and drear, I shall succeed; though failure's voice speaks in my ear, I shall succeed. I do not fear misfortune's blow, I tower with strength above each foe, I stand erect because I know I shall succeed. Night swoops on me with blackest wings, and I'll succeed. I see the stars that darkness brings, and I'll succeed. No force on earth can make me cower, because each moment and each hour, I still affirm with strength and power: I shall succeed."—*Author Unknown.*

Hudson's Bay Company Pioneers

Chief Factor Robert Campbell

By ROBERT WATSON

THE name of Chief Factor Robert Campbell of the Hudson's Bay Company will retain a place in history on account of his valuable exploratory work in the Yukon. He was born at Glenlyon, Perthshire, Scotland, on 21st February, 1808, at which place his father was a sheep farmer.



At the age of twenty-two, having heard through his cousin, Chief Factor James McMillan, of the life of adventure led by the men of the Hudson's Bay Company in Rupert's Land, he apprenticed himself in the service, arriving at Fort Garry in 1830. His first real work was assisting Chief Factor McMillan on the new experimental farm at Lower Fort Garry.

In November, 1832, he accompanied Wm. Glen Rae and I. P. Bourke, with seven others, on the famous but ill-fated Kentucky sheep expedition. Of this journey he gives a lucid account in his journal.

In May of 1834 he transferred from farm work to fur trading, and his adventurous career got away to a good start in a trip to York Factory by York boat. He was appointed to the Mackenzie River district under Chief Trader Murdo McPherson, with orders to reserve himself for active service in the Company.

His first journey of importance was to establish a post at Dease Lake in 1838, which he successfully accomplished, five miles from the mouth of the Nahanny river.

Pursuing his journey, he came in contact with the redoubtable Chief Shakes and his immense following from the coast. Chief Shakes wielded great power in the country. He came up the Stikine river each year to trade with the Russians, and the Indians of the interior. Here Campbell established the single identity of the so-called Pelly and Stikine rivers. He possessed the land for the Hudson's Bay Company in the usual manner of the time—hoisting the Company's flag and cutting the Company's name and the date on a tree. Here also he met and formed a strong trading friendship with the chieftainess of the Nahannies. He was the first white man the chieftainess had ever seen.

In 1839 much privation was suffered by Robert Campbell and his men from lack of food. He records that their last meal on leaving Dease Lake for Fort Simpson consisted of the netting of their snowshoes and the parchment of the windows of the post boiled down to a consistency of glue. Dease Lake post was burned by the Indians after its abandonment.

In 1840, under orders from Governor George Simpson, Campbell undertook the ascent of the northern branch of the Liard river, and in 1841 he established posts at Lake Frances and at Pelly Banks.

In 1849 he established Fort Selkirk at the junction of the Pelly and Lewis rivers, and two years later he journeyed from the height of land 1200 miles to Fort Yukon, where Chief Factor Alexander Hunter Murray was in charge. He then made a circuit around Porcupine river, ascended the Mackenzie river and returned to Fort Simpson that way. On this famous journey, he reports encountering Indians who had neither heard of or had seen a white man before, Indians who did not know axe, knife, fire steel or kettle and whose implements were fashioned from bone and stone. They carried water in finely woven fibre baskets and boiled it with red hot stones from the fire. Their clothing was of mooseskin, and reindeer hide, embroidered neatly. In 1852 Fort Selkirk was plundered by a band of Chilkat Indians, and later was destroyed.

Robert Campbell was a deeply religious man, and a devotee of the simple life. He records in his journal having his daily bath in the Pelly river. His cook would make a hole in the ice and he would run down with a blanket about him, cast it off and dip into the icy pool, then race back to his quarters for a brisk rub down. Thus did this great fur trader keep fit for his arduous duties. In 1850, on a journey to Frances Lake, he nearly lost his life by drowning, owing to the sinking of a leaky canoe. Freezing, starvation, cowardly followers, hairbreadth escapes from hostile Indians and drowning were among the few difficulties encountered and successfully combated in his career.

On 6th September, 1852, Robert Campbell started from Fort Selkirk on Pelly river in Yukon Territory for civilization, and by canoe and on foot made Fort Simpson on 21st October. Continuing from Fort Simpson by snowshoes on 30th November, he reached Fort Resolution on 16th December, and spent Christmas at Fort Chipewyan. On January 4 he started for Ile a la Crosse, which he reached on the 18th, being delayed by snow, whence he was accompanied by Bishop Tache for Carlton House. He continued from Carlton House on 1st February, touched at Fort Pelly, Swan River, Fort Ellice and reached the Red River Settlement on 23rd February, his first visit to civilization in twenty years.

On 13th March, at Craw Wing on the Mississippi river, he terminated his snowshoe travelling, having covered on foot, in Arctic and sub-Arctic winter, a distance of 3,000 miles, a remarkable if not a record performance up to that time.

He arrived at London, England, on 18th April, 1853, completing 9,687 miles from Fort Selkirk: 1,100 miles by canoe, 3,100 by snowshoe, 475 by stage, 1,922 by rail, and 3,090 by steamer.

He married Elleanora C. Stirling, of Perthshire, Scotland, in 1859, his young bride travelling 6,000 miles for the event. In 1863 Chief Factor Campbell was transferred from Athabasca to the Swan River district, and continued to take part in many of the Hudson's Bay Company Council meetings. He was active in the service during the excitement of the Riel Rebellion.

His wife died on 24th August, 1871. On his return from Europe that year, he resigned from the service, spending the remainder of his days on his farm in Manitoba. He died on 9th May, 1894. He had a family of two sons and one daughter.

The Belanger Monument

ON the rocky headland in front of Norway House post, and close to the flagstaff, there stands a monument which never fails to draw the visitor. This monument is of rough-hewn, grey granite, six feet high and two feet nine inches wide. On the face of it are inscribed the words:

"Erected by the Commissioned Officers
of the Hudson's Bay Company
In Memory of
HORACE BELANGER, CHIEF FACTOR,
who was drowned near here on
the 1st October, 1892
and of
STANLEY SIMPSON, CLERK,
who was drowned at the same time in
trying to save the life of his
master and friend."

Belanger Monument

The story of this drowning fatality and the heroism of Stanley Simpson has been told again and again among the men of the Hudson's Bay Company, ever with varying details. For an accurate account, it is best to go back to the journal entries made at the post immediately after the mishap:

Monday, Oct. 3, 1892—"The Cross Lake boat arrived about 5 p.m. and brought tidings of a terrible accident, viz., the upsetting of Mr. Belanger's canoe, which resulted in the drowning of himself and Mr. F. Stanley Simpson. This deplorable occurrence took place at Sea Falls about mid-day on Saturday. Elijah Hoole was carried back by the eddy and succeeded in regaining the Island, the others were swept away by the current. Mr. Simpson was seen making desperate efforts to sustain Mr. Belanger. Their hands were joined across the canoe, which was bottom up. As they rounded the point, Elijah saw a splash, a struggle in the water, and Stanley was gone; a black object was visible on the other side of the canoe, which Elijah took to be Mr. Belanger's head still above the water. Elijah remained on the Island without food or sleep until Monday morning about 10, when the boat from Cross Lake reached the Falls and found him there. A search was made and Mr. Belanger's body was found tied to the canoe with the painter round his right wrist; about a mile from the scene of the accident. No trace of poor gallant Stanley's body or of any of the contents of the canoe. Everyone is shocked beyond measure at this lamentable affair."

Tuesday, Oct. 4—"Sent a crew in the ½ sized boat to look for the missing body. The funeral of Mr. Belanger took place at 4 in the afternoon. Rev. E. Eves conducted the burial service. The entire community showed their esteem and affection for the deceased gentlemen by attending the last sad rites."

Wednesday, Oct. 5—"Busy with letters, etc., for Winnipeg, etc. Collecting Mr. Belanger's private papers, etc., for transmission to Winnipeg."

Thursday, Oct. 6—"The search boat returned after a vain quest for the missing body. A few articles were found—Mr. Belanger's travelling case, mattress, etc."

Sunday, Oct. 9—"The body was found this forenoon, by means of dragging with fish and cod hooks attached to cod lines. It lay just at the spot indicated by Elijah as being the place he last saw the canoe and its unfortunate occupants. Reached Norway House with the body about 9 p.m. Poor Stanley had all his clothes on except his hat—the weight must have handicapped him terribly in his tremendous death struggle. His spectacles remained on. The body was found nearly ¾ mile from the place the canoe upset. About ¼ mile further on is the spot where Mr. Belanger's body was found tied to the canoe. We are much indebted to Mr. Hyer for his efficient aid. We brought back Mr. Simpson's terrier Punch. He had faithfully stuck to his post, waiting vainly for his master."

Monday, Oct. 10—"The funeral took place this afternoon. The two graves are side by side."

Saturday, Oct. 29—"Just 4 weeks ago today poor Mr. Belanger and Stanley left here well and hearty; today wooden crosses were placed over their graves. *Vanitas vanitat.*"

1893, Thursday, Jan. 5—"As it is the desire of the late Mr. Belanger's friends that his body should be removed to St. Boniface to be buried beside his wife, the coffin was exhumed today and removed to the fort."

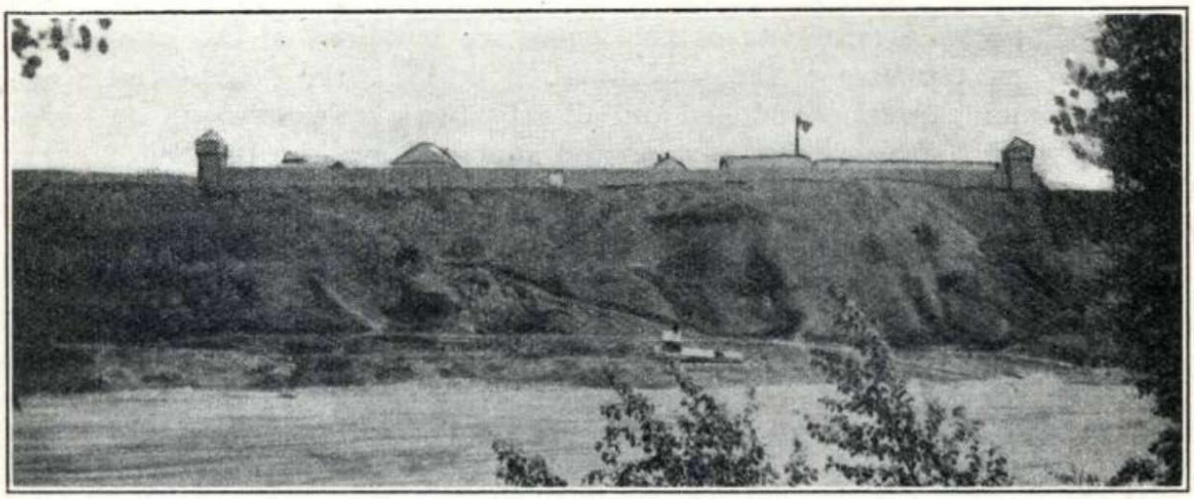
1893, Monday, March 6—"The flag was flying at half-mast this morning, and at 9.30 the mortal remains of Chief Factor Belanger were placed on 2 flat sleds to be conveyed to Winnipeg. All the people of the place turned out to see the cortege start and many accompanied the body for some distance up the river."

The Indian, Hoole, is still alive and resident in the vicinity of Norway House.

Chief Factor Belanger is said always to have had a dread of death from drowning. It is understood that various members of several generations of his family lost their lives in this way. Two sons of Chief Factor Belanger were also drowned.

Sir John Franklin, in the account of his first journey north, recounts the near drowning, on three separate occasions, of a voyageur in his party of the same name, Belanger, and strangely enough, in one incident very many of the phases of Chief Factor Belanger's drowning are similar.

An Arab poet, not less than nine or ten centuries ago, said: "There is no writer that shall not perish; but what his hand hath written endureth ever. Write, therefore, nothing but what will please thee when thou shalt see it on the day of resurrection."



Fort Edmonton, 1877. (*Copyright by Ernest Brown*)

Hudson's Bay Company Posts

Mackenzie River-Athabasca District

NO. 1—FORT EDMONTON

By GEORGE PENDLETON, Athabasca District

THE first Fort Edmonton was established in 1795 by James Sutherland, of the Hudson's Bay Company. It was located about twenty-three miles below the present city of Edmonton, about a mile and a half above the junction of the Sturgeon river with the north branch of the Saskatchewan, and was named "Edmonton" as a compliment to Sutherland's clerk, John Peter Pruden, a native of Edmonton, Middlesex, England. In 1794, or perhaps the year before, Angus Shaw and Duncan McGillivray, of the North-West Company, had, to secure the trade of the Blackfoot and Piegan Indians, built a post in the same locality, which they named Fort Augustus. While both companies were making every effort to obtain supremacy in the fur trade, it was not so much jealousy which prompted them to erect buildings in close proximity as the need of mutual protection from possible raids by the turbulent Plains Indians. These two posts remained the headquarters of the fur trade in the far west until the summer of 1807, when they were destroyed by Indians and abandoned.

In 1808 both companies re-established themselves, this time selecting a site further up stream, at the foot of the high bank within the site of the present city of Edmonton. Their posts, which bore the old names with the addition of the prefix "New," had but a brief existence, for, after experiencing trouble with the natives, they were abandoned by both concerns for a site 125 miles down stream, at the mouth of White Earth river.

Apparently the change of location did not benefit the traders so much as they had anticipated, for in 1819 we find them again establishing themselves in Edmonton. This time the Hudson's Bay Company did not re-occupy the old site on the flats, but erected buildings on a spot above the river bank, a

little below the present site of the legislative buildings of the province of Alberta. At the time of the amalgamation in 1821, the North-West Company's buildings were abandoned and all activities were centered in the buildings on the hill, which were extended and improved by John Rowand.

Sir George Simpson, in his "Narrative of a Journey Round the World," gives an excellent description of the fort as he saw it in July, 1841:

"Edmonton is a well built place, something of a hexagon in form. It is surrounded by high pickets and bastions, which, with the battlemented gateways, the flagstaffs, etc., give it a good deal of a martial appearance, and it occupies a commanding situation, crowning an almost perpendicular point of the bank, which at this spot is almost two hundred feet in height. The river here is nearly as wide as at Carlton, while the immediate banks are well wooded and the country behind consists of rolling prairie. The fort, both inside and outside, is decorated with paintings and devices to suit the taste of the savages that frequent it. Over the gateways are a most fanciful variety of vanes, but the hall, of which both the ceiling and the walls present the gaudiest colours and the most fantastic sculptures, absolutely rivets the astonished natives to the spot with wonder and admiration. The buildings are smeared with a red earth found in the neighbourhood, which, when mixed with oil, produces a durable brown."

In the early days of the fort, trading was done at the gate; later small parties were permitted to enter and trade at the store. This building was an interesting one, divided into two portions by a stout counter, the larger in charge of a clerk and containing trade goods, while the smaller one was used by customers. On the counter was fixed a loaded blunderbus, which commanded all avenues of approach, and in front of which the Indian fur-seller had to take up his position. A crude precaution, but without doubt an effective one.

Strict discipline was maintained, and a fixed routine established for all connected with the post. From a bell-tower inside the gate signals were given for commencing and ceasing work, and at sundown the sound of the bell announced the closing of the gates for the night.

The builder of the fort, John Rowand, as officer in charge of the Saskatchewan district, held an important position in the western country. Originally in the service of the North-West Company, he transferred to the Hudson's Bay Company, and was given the commissioned rank of chief factor in 1826. He was a strict disciplinarian, alert and astute, and worthily maintained the prestige of the Company. At the "Big House," or "Rowand's Folly" as it was sometimes called, he kept open house, and entertained many distinguished guests.

Many are the names that have been borne by what is now the capital city of Alberta; New Fort Augustus, Fort Edmonton, Edmonton House, Fort des Prairies, Fort a Hughes, Beaver Hole and Beaver Hole House have been used at various times to designate it.

In its earlier days, the native trade of the fort was of such nature that exceptional qualifications were required of the officers in charge of it. Seven of the principal tribes gathered in its vicinity, Crees, Assiniboins, Blackfoot, Sarcees, Gros Ventres, Piegans and Bloods. That sanguinary encounters were infrequent is greatly to the credit of the early traders. Early in its history

Inside of Fort Edmonton, 1884. (Copyright by Ernest Brown)

the fort became a place of importance. Through it passed large quantities of goods for the trade of the Saskatchewan and New Caledonia departments. Each year, in March, an express with letters and accounts for the coast passed through, and in September the Saskatchewan brigade arrived with goods from York Factory, on Hudson's Bay. This brigade also carried the subsidy of otter skins paid annually by the Company to the Russian government as rent for the northwest coast. Officers and men for the various departments accompanied the brigades, and the journey from York Factory to Fort Vancouver was accomplished in about three and one half months.

To the fort came a succession of distinguished travellers. Sir George Simpson paid it several visits, and on the occasion of one in 1841 he wrote as follows:

"On the third day after our arrival, the firing of guns on the opposite side of the river, which was heard early in the morning, announced the approach of nine native chiefs, who came forward in advance of a camp of fifty lodges, which was again followed by another camp of six times the size. These chiefs were Blackfeet, Piegans, Sarcees and Blood Indians, all dressed in their gaudiest clothes and decorated with scalp-locks. I paid them a visit, giving each of them some tobacco. Instead of receiving their presents with the usual indifference of savages, they thanked me in rotation, and, taking my hand in theirs, made long prayers to me as a high and powerful conjurer. They implored me to grant that their horses might always be swift, that the buffalo might constantly abound, and that their wives might live long and look young. One of them vented his gratitude in a song, and another blessed the house in which he had been so well treated."

A few days later the canny Sir George described the precautions he took to prevent the same picturesque visitors robbing him as he departed.

At Edmonton, in 1848, Paul Kane, the artist, painted the portrait of a beautiful half-breed girl, "Cun-ne-wa-bum: One That Looks at the Stars." Captain Palliser and James Hector arrived in 1858, and Viscount Milton and Doctor Cheadle in 1863. The arrival of the newly formed Northwest Mounted Police in 1874 was a notable event. Under Superintendent Jarvis and Sergeant-Major Sam Steele they wintered at the fort, and did much to allay the unrest

which had developed among the native and half-breed population of the district. Missionaries of all denominations were always welcome at the fort, and among those especially favoured were the Reverends Robert Rundle and George McDougall, and Father Lacombe.

In 1874 the steamer *Northcote* was placed on the Saskatchewan, and with her arrival at Fort Edmonton in July, 1875, another phase of the Company's activities commenced. Soon the canoe and York boat disappeared from the river, the picturesque succumbing to the utilitarian. On July 27th, 1891, the Calgary and Edmonton railway reached the new village of Strathcona on the south bank of the river, and its arrival foreshadowed the end of river transport. In the meantime surveyors had been busy throughout the land and in their wake came settlers to cultivate the hunting grounds of the Red Men. Cash flowed into new channels and to a great extent supplanted trade by barter.

The Company confined its trade to the fort until 1891, when a small store was built on what is now known as Jasper Avenue. Three years later a larger building was erected on the site of the present departmental store. This marked the transition, so far as Edmonton was concerned, of the stores department from the fur trade. Several rearrangements of districts had been made during the fort's existence, and eventually it was found necessary to transfer the executive offices of the fur trade department to the new town. For a time the old buildings were used for storage purposes; then, the site being required for extension of the grounds around the legislative buildings, they were finally abandoned, and, in 1919, demolished.

The Man in the Moon

"In the primitive ages of the world, there was a man and his wife who had no children. The former was very singular in his manner of living. Being an excellent hunter, he lived entirely upon the blood of the animals he killed. This circumstance displeased his wife, who secretly determined to play him a trick. Accordingly, one day the husband went out hunting and left orders with his wife to boil some blood in a kettle so as to be ready for supper on his return. When the time of his expected return was drawing nigh, his wife pierced a vein with an awl in her left arm, and drew a copious quantity of blood, which she mixed with a greater quantity of the blood of a moose deer, that he should not discover it, and prepared the whole for her husband's supper.

Upon his return, the blood was served up to him on a bark dish, but upon putting a spoonful to his mouth he detected the malice of his wife, and, only saying that the blood did not smell well or good, threw the kettle with the contents about her ears. Night coming on, the man went to bed and told his wife to observe the moon about midnight. After the first nap, the woman awaking, was surprised to find that her husband was gone; she arose and made a fire, and lifting up her eyes to the moon, was astonished to see her husband with his dog and kettle in the body of the moon, from whence he has never descended. She bitterly lamented her misfortune during the rest of her days, always attributing them to her malicious invention for her husband's supper."

Persian Lamb

By S. HOPFENKOPF, Hudson's Bay Company, London, England

AMONGST all the sheep and lamb skins in the fur trade, the Persian lamb skin is the most valuable and nicely curled. Bred in Bokhara, it belongs to the race of the "fat-tailed" sheep (*Ovis aries platurea*) and was introduced into European fur markets some eighty years ago.

The native name *Karakul*, from a small city of that name near Bokhara, means "the black lake," but it can also be translated as "the black rose;" and the natives claim that this black lake near Karakul contains a special salted water, as a result of which the Persian lamb skin is so tightly curled. Probably there is some truth in this belief, because attempts to farm these lamb skins in Russia, Austria, the United States and the former German colonies in Southwest Africa have not, so far, led to very satisfactory results.

Persian Lamb—Carakul

It is interesting to learn that as late as 1892 the natural Persian lamb skin was preferred to the dyed ones, especially in Russia, but with the invention of dyeing Persian lamb skins in Leipzig (in, approximately, 1880-2), the demand grew and the Bokharans found it paid them to increase the quantities of lamb skins by crossing the sheep of the breed producing real Bokharan Persian lamb with the sheep of other neighbouring districts and countries, such as, for instance, those of Kerki, Kermine, Khiva, Pandi and Afghanistan. The quality of the lamb skins from these districts was so much inferior to that of the Bokharan breed that, in consequence of many years of such crossing, the quality of Persian lamb skins in general became worse and the very best skins very rarely appeared; but the quantities of Persian lamb were ultimately so increased from 1,200,000 to 1,800,000 skins a year. Through this crossing, too, one kind of sheep, that producing the Bokharan grey lamb skin, was entirely extinguished. This was the so-called Darnadar, a grey pin-headed skin, which was used to a great extent for caps in Russia and also by a certain German regiment.

In spite of this heavy crossing, some of the Persian lamb skins retain the character of their particular districts of origin and can be recognized by it.

A real Bokharan Persian lamb skin, for instance, can be recognized by its silkiness, fine gloss, tight curl and also by the peculiar narrow triangular-shaped tail with a white point at its end.

The Afghan Persian lamb skins can be detected by their irregular curl, and by being covered or, rather, overgrown with small bits of hair that naturally diminish its silkiness and gloss.

The Chivinsky Persian lamb skin is to be known by its fine gloss and some-

what soft curl.

The Pandinsky Persian is characterised by dullness and coarseness of hair.

The Kerkinsky Persian skins are recognizable by their half coarseness and by showing an "over-grown" curl like that of the Afghans.

Broadtail is the same pelt in an earlier condition of development than Karakul, being shorter and "patterned" (moiré) rather than tightly curled like it, and is obtained from lambs fully developed but still-born; from healthy lambs that die immediately after birth through inclement conditions or other causes; and from fully formed but slightly prematurely born lambs.

Golyak (or Goliak) is the same skin at a still earlier phase of being, coming from lambs born considerably prematurely, before the hair is even to be seen on the skin—being represented by a mere stubble of markings on which the moiré patterning of the Broadtail and the later curls of the Persian in its four-day old state would have appeared afterwards—or else from sickly, ill-developed animals that died at birth. These pelts are exceedingly frail and have to be handled very carefully. It may not be amiss to state that the conditions under which these sheep live are so harsh that the premature birth and death rate among them is vastly greater than in the more easily circumstanced British flocks. Nevertheless, despite the foolish fables this has given rise to, the quantity of Broadtails marketed does not, as a rule, exceed ten percent of the Persian lamb crop.

A remarkable feature of the Bokharans is the most particular care with which they handle Persian lamb skins. The wet, flayed skins are brought with as little delay as possible to the markets and, after their purchase, are cured and salted, finely ground oatmeal being used in these processes.

Bokharan curing is famous for its quality in comparison with other countries' methods, such as, for instance, those used in Khiva, Afghanistan and Persia. Real Bokharan cured Persian lamb skins do not contain more than two to four percent of burnt skins in a bale, whereas those of Afghan or Persian curing sometimes show up to from twenty-five to thirty percent of burnt skins.

The careful packing of the Persian lamb skins is also very remarkable. The bundles are piled in pairs, heads to the right and, in the same way, heads to the left, so that when the bale is ready it does not exceed the actual length of a single Persian lamb skin. Before the bale is tied together the Bokharans cover it all round with wetted, dressed goat skins without hair, and this prevents the Persian lamb skins in it from being damaged in transport or spoiled in any way when lying in the warehouses.

So much for the packing. Now for the selling.

If, in the pre-war days, in Moscow or at Nijni Novgorod fair, a Bokharan was present who owned the goods you were examining, he would watch you carefully and if, in his presence, you moved your hand against the

Persian Lamb—Broadtail

curl, or tried to bend a skin to ascertain whether it was burnt, he would get exceedingly angry and remonstrate with the seller for showing his goods to a man who did not understand how to treat them. In fact, once it happened that a Leipzig merchant, looking at some goods and stroking the skin against the curl, was surprised when the irate owner attacked him with his walking stick.

I do not deny that, in some instances—such as when owners of the goods kissed the best skins when showing a bale—it was pure hypocrisy; but, in general, the Bokharans sincerely meant it when, to save the skin from being spoiled, they prevented buyers from stroking a skin against the curl, or from breaking the pelt, and I agree with them in their belief that the stroking against the curl does undoubtedly spoil the skin, and that if you break a skin's pelt inward the thin layer of skin on which the wool grows is broken so that the curl will simply peel off after the skin is dressed—and no amount of after care can undo the damage.

Posts and Outposts

List of Hudson's Bay Company Fur Trade Posts and Outposts as at 1st January, 1931

MACKENZIE RIVER DISTRICT

District Office, Edmonton
Fort McPherson
Arctic Red River
*Ramey
Fort Good Hope
Fort Norman
Fort Wrigley
Fort Simpson
*Trout Lake
Fort Liard
Fort Nelson
Fort Providence
Fort Rae
Fort Resolution
*Rocher River
Fort Smith
*Salt River
Fort Fitzgerald
Hay River
Nelson Forks
Snowdrift
Fort Chipewyan
*Hay River
*Black Bay
Fond du Lac
*Black River
Fort McKay
Fort McMurray
*Poplar Point

ATHABASCA DISTRICT

District Office, Edmonton
Red River
Wabasca
*Chipewyan Lake
*Trout Lake
Keg River
Upper Hay River
*Hay Lakes
Fort Vermilion
Grouard
Fort St. John
*Sikinni
*Nig Creek
Hudson's Hope
Whitefish Lake
*Prairie Lake
Sturgeon Landing

SASKATCHEWAN DISTRICT

District Office, Saskatoon
Lac du Brochet
*South Reindeer Lake
*Windy Lake
Pelican Narrows
*Island Falls
Cumberland House
*Pine Bluff
Pas Mountain
*Shoal Lake
Fort a la Corne
Montreal Lake
Lac la Ronge
*Souris River
Green Lake
Isle a la Crosse
*Canoe Lake
Portage la Loche
*Whitefish Lake
*Swan Lake
Le Goff
*Cold Lake
Clear Lake
*Buffalo River
Stanley
*Burntwood Lake
Pine River
*Elbow Lake
*Cree Lake

KEEWATIN DISTRICT

District Office, Winnipeg
Norway House
*Rossville
Nelson House
*South Indian Lake
Cross Lake
Split Lake
*Sand Lake
Oxford House
Gods Lake
*Gisipigmack
*Cross Lake
Island Lake
Berens River
*Rice Lake
*Poplar River
*Bloodvein
Little Grand Rapids
*Pekangekum
*Poplar Hill
Fort Alexander
Deer Lake
*Duck Lake
*Sandy Lake
Wabowden

*Outposts

Gillam
Pukatawagan
*Granville Lake
Cedar Lake
*Moose Lake

Nelson River District

District Office, Churchill
York Factory
*Kaskatamagan
*Shamattawa
*Port Nelson
*Sturgeon Lake
Severn
Trout Lake
*Bearskin Lake
Churchill
No-na-la
Eskimo Point
Chesterfield
*Tavane
Baker Lake
Repulse Bay
Caribou
Wager Inlet
Padley

Superior-Huron District

District Office, North Bay
Nipigon House
*Gull Bay
Montizambert
Long Lake
Graham
Missanabie
Nipigon
Peterbell
Red Lake
Osnaburgh
Lac Seul
Grassy Narrows
*Long Legged
Dinorwic
Fort Hope
*Kagainagami
Sioux Lookout
Hudson
Pine Ridge
Allenwater
Cat Lake
*Cedar Lake
Minaki
*One Man Lake
Lansdowne House
Bucke
Cavell
*Nazatekang
Grand Lac
La Sarre
Barriere
Gogama
Mattice
Woswonaby
Senneterre
Temagami
Coral Rapids
English River
*The Forks
Ogoki

James Bay District

District Office, Moose Factory
Moose Factory
Albany
*Ghost River
Weenusk
Attawapiskat
*Lake River
Ruperts House
Neoskweskau
Nemaska
Eastmain
Fort George
*Kanaapuskow
Great Whale River
*Belcher Islands
Charlton Depot

St. Lawrence District

District Office, Montreal
Bersimis
Seven Islands
*Moisie
Natashquan
Romaine
*Coucouchou
St. Augustine
*Old Fort
Havre St. Pierre
Mutton Bay
Blanc Sablon
Oskalaneo
Weymontachingue
Obijuan
*La Loutre
Manowan
Pointe Bleu
*Peribonka
Moars
Mistassinny
Chibougmau

Labrador District

District Office, Cartwright
Rigolet
North West River
*Mud Lake
Davis Inlet
Cartwright
Makkovik
Hopedale
Nain
*Voiseys Bay
*Fords Harbour
Nutak
Hebron
Frenchmans Island

Ungava District

District Office, Montreal
Fort Chimo
Port Burwell
Stuparts Bay
Lake Harbour
Wolstenholme
Cape Dorset
Fort McKenzie
Whale River
Lead River
Payne Bay
Frobisher Bay
Pangnirtung
Port Harrison
Amadjuak
Clyde
Ponds Inlet
Georges River
Southampton Island
Cape Smith
Povungnetuk
Blacklead Island
Mansel Island
Sugluk East
Sugluk West

British Columbia District

District Office, Vancouver
Kitwanga
Hazelton
Babine
*Old Fort Babine
Tacla
*Finlay Forks
Fort St. James
Whitewater
McLeods Lake
Fort Grahame
Telegraph Creek
Dease Lake
McDames Creek
Liard
Vancouver

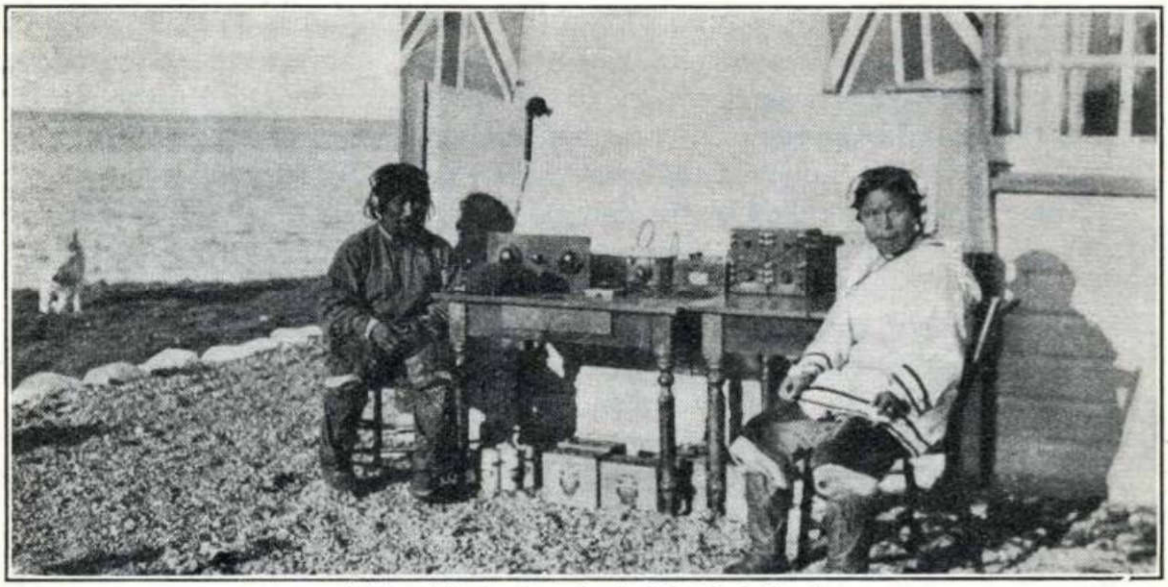
Western Arctic District

District Office, Winnipeg
Herschel Island
Baillie Island
*Letty Harbour
*Pearce Point
*Inman River
Fort Collinson
Bernard Harbour
Fort Hearne
Kugaryuak
Bathurst Inlet
Cambridge Bay
King William Land
Aklavik
*Kittigazuit

Fur Purchasing Agencies

Charlottetown
Edmonton
Grand Prairie
Montreal
North Bay
Peace River
Prince Albert
Regina
St. Johns
Saskatoon
The Pas
Vancouver
Winnipeg

*Outposts



Eskimos Listening in at Pond's Inlet, Baffin Land

Radio in the Far North

ARCTIC nights have been robbed of much of their loneliness and civilization has been brought closer to the inhabitants of the frozen wastes of Canada's Northland by the radio, without which no trading post or mounted police station is now considered fully equipped.

The "Far North" broadcasting schedule was originated by George A. Wendt, of the Canadian Westinghouse Company, Montreal, who in a talk recently revealed the history of these "Far North" broadcasts.

"Many influences were at work over a period of years, which culminated in what are now known as the "Far North" broadcasts, he said. "In retrospect it would seem that the germ of these broadcasts was always in existence, though I was never conscious of it. I was here for nearly seventeen years before the circumstances occurred and the idea developed.

"One day in 1922, I was standing on the wharf in Montreal watching fur ships starting for the North. Aboard were red-coated constables and inspectors of the Royal Canadian Mounted Police, missionaries with their black cassocks and heavy gold crosses, and others who spend their lives in the Far North.

"I watched a steamer cast off her lines, heard the last farewells shouted between ship and shore, and, as I stood there on the docks absorbed in the picture before me, suddenly these thoughts flashed upon me: These men are sailing away into the North to be cut off from all contact with civilization for a year—maybe longer. They must wait the coming of the next supply ship to bring them word from loved ones and friends back home. And, at best, these messages would be months old when the next mail arrived. Why not reach them by radio broadcasting? And so—

"In the winter of 1922-1923, the first radio message was flashed into the North. It was sent from the Westinghouse radio station KDKA at Pittsburg, and the man who read it was the Rev. Hugh Thomson Kerr, of the Shadyside

Presbyterian Church, of Pittsburg. It was addressed to James Watt, on the staff of the Hudson's Bay Company at Rupert's House. Months went by, and a courier with dog team came down one of the frozen rivers of the North and out to civilization, bringing me word that our transmission to the Arctic had gone through. Thus was launched the world's first Arctic broadcast.

"Eight years have rolled by, bringing with them many new and interesting friends. I have met many of these men of the North, among whom are Capt. J. E. Bernier, Canada's veteran explorer; Rear-Admiral Richard E. Byrd, Donald McMillan; Dr. Knud Rasmussen, George Palmer Putnam, Col. Mears, who accompanied Scott on his ill-fated South Polar expedition; Inspector Joy, of the Royal Canadian Mounted Police, who established in Ellesmere Land the most northerly post in the world, and many others of that famous force.

"It so happens that I had a hobby, and was so fortunately situated as to be able to indulge that hobby as a pleasure and relaxation from business, with the consciousness that, through the co-operation of the Westinghouse radio stations, we have been able to break up the centuries-old silence of the Arctic."

"To-day most fur companies' posts, all the missionary centres and R.C.M.P. stations, and nearly every trapper has a receiving set, and many of the larger posts have as many as three."

St. George's Day at Moose Factory

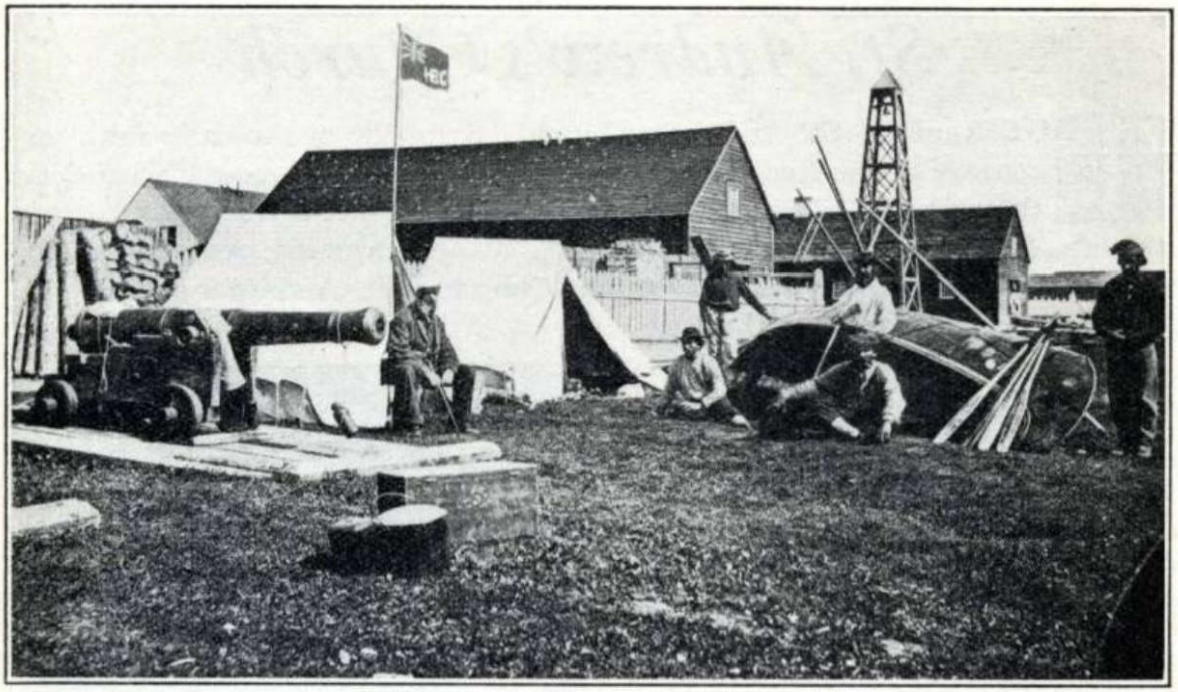
By H. M. S. COTTER, Late of Cumberland House

IT was customary at Moose Factory in times gone by to observe St. George's Day. The custom dated back many years, and no doubt was introduced by some patriotic Englishman. A century and a half ago there is evidence of the day being kept, for in a document of the time it is recorded as follows: Saturday, 22nd April, 1780, "Tomorrow being Sunday, observed this as St. George's Day." The following year the scribe of the time says: Monday, 23rd April, 1781, " . . . . when as usual exercised the men and gave them brandy and strong beer."

A great drought appears to have set in following this period, for during the decade between 1879 and 1889, although St. George's Day was annually observed, it had simmered down to a general half holiday, and the one and only event was target shooting.

The target was placed on the ice in the river, and each man had three shots at one hundred and fifty yards, or perhaps farther. Some remarkably good shooting was done. It was a test of skill and good eyesight, for rarely nowadays does one see such shooting with the smooth bore as was displayed at that period. The writer has seen a great deal of native shooting, and it can be affirmed that those who never handled a rifled firearm did equally as good and sometimes better shooting than those who were accustomed to using the .44 and 38-55 Winchester.

And not only were those old-timers using the smooth-bore muzzle-loader, but also black powder, bullets or ball made from the lead of tea chests (with no tin added), and the guns were fired right off the shoulder with no rests, and



Prof. Bell, of Geological Survey, at Moose Factory, 1878

yet "bull's-eyes" were not infrequent and "magpies" quite common. It was only the green hands who missed the target altogether.

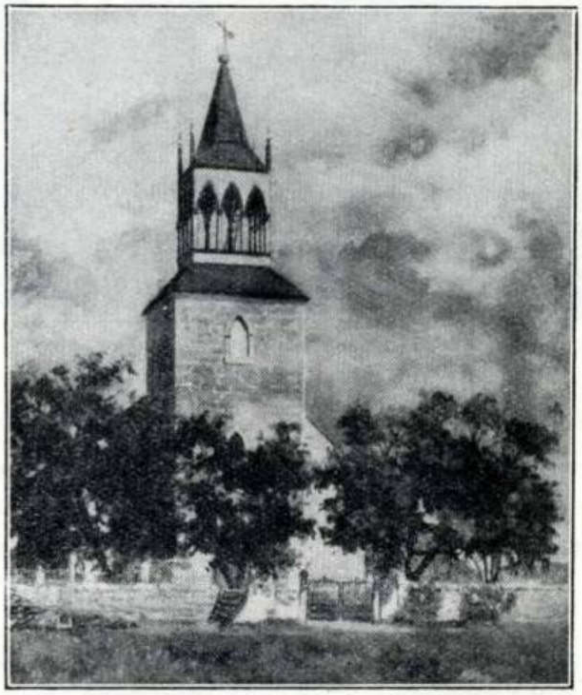
Now, while there is a very fine and patriotic sentiment in observing the day of the patron saint of Old England, it cannot be said that shooting at a target in honour thereof is odd or unusual, yet a very strange custom in connection with this shooting was annually adhered to. The target, on one inch spruce boards and about five by four feet, stood possibly six and a half feet high when the legs were attached. As each man fired, his name was written over the bullet hole he made, and when the shooting was finished the target would be riddled with holes and covered with names. After the scores were reckoned up the target would be put carefully away. When St. George's Day came around again, instead of making a new one, the old target was brought out, the bullet holes plugged and sawn off flush with the face, the names were then planed out and new rings and bull's-eyes painted on. Had this practice prevailed for a year or two, no comment could be made; but the shooting at and the plugging of the same target was an annual occurrence, and at the end of seven or eight years the reverse side had hundreds and hundreds of plugs sticking through about three inches.

St. George's Day was a red letter day, and always a time to look forward to in our juvenile years; but, when I recall it now, a vision of this scraggy target always appears, looking for all the world like a hair brush on a large scale.

To be honest, to be kind, to earn a little, and to spend a little less, to make upon the whole a family happier for his presence, to renounce when that shall be necessary and not to be embittered, to keep a few friends, but these without capitulation; above all, on the same condition, to keep friends with himself; here is a task for all a man has of fortitude and delicacy.—*Robert Louis Stevenson.*

St. Andrew's Church

THE Rapids! St. Andrew's Church! Symbolic of the early faith and courage of the Red River pioneers, a bulwark of pioneer Christianity, the old stone edifice still stands and still occupies an important part in the life of the little community surrounding it. Sequestered, yet commanding the entire countryside in its outlook, the Church of St. Andrew stands upon a knowl where the waters of the Red river take a slow sweeping turn before they hurtle white-capped over the rapids a short distance below.



To Saint Andrew's Church on a summer Sabbath morning, the officers of the Hudson's Bay Company resident at the Lower Fort, together with their wives and families, used to drive leisurely in open carriage along the trail, dressed in surtout or frock coat and tall beaver hat, in silken crinolines and dainty buckled shoes, with parasol shading kindly, smiling faces from the hot sun, and Bible and hymn book in hand; or in winter time, tucked in robes and muffled in furs, sleigh bells heralded their approach to the Rapids church. At the intoning of the bell, a sober "Good-morning" here, and a bow there, and they reverently entered the church portals, taking up their reserved places in front, to worship their God as they had been wont to worship Him in the Highlands of Scotland in their early youth.

Here the spick and span young clerks in their best clothes, sitting immediately behind the officers, cast many a sidelong glance upon some sweet, demure miss with downcast eyes but smiling lips, whose mind was perhaps not entirely filled with the sermon of the earnest, white-haired preacher or the words of the psalms that were sung, led by the precentor.

Filling the body of the church, the settlers from their little farmsteadings, the servants of the fort, and the half-breed hunters, trappers, packers and canoemen, gathered to worship in reverence, for going to church meant much to them.

White tombstones surround Saint Andrew's Church and mark the last resting places of those sturdy pioneers of yesterday, but today the pioneers of new era worship at the old church and find peace and inspiration there of a Sabbath day as did those who have gone before.

The church is about fourteen and a half miles north of Winnipeg.

The first service there was held on 1st May, 1832.

During the year 1844-9, Saint Andrew's was rebuilded from the plans of Archdeacon Cochrane, one-time chaplain to the Hudson's Bay Company; and

part of the actual labour was done by his own hands. In this work he was aided by that hardy Hebridean hewer in stone, Duncan McRae. It has withstood the storm and stress of years, but now we learn part of the foundations are moving and causing damage to this grand old monument, and calling for immediate restoration. Of the five thousand dollars required for this work, we learn the wardens have arranged for three thousand. A general appeal is now being made by the rector of the parish of Lockport for the balance, two thousand dollars. We wish them all success in their efforts to preserve this fine old landmark of the early Red River days.

H B C Sport Activities

Victoria: Football, carpet bowling, five-pin bowling and men's ten-pin bowling are all engaging the attention of their quotas of players. By next issue we hope to report the final results of some of these competitions.

Victoria Store Badminton Players

Badminton—No less than thirty-six members of the Victoria store staff are participating in Badminton. We reproduce a photograph of some of the enthusiasts.

Calgary: *Badminton*—Membership of the Badminton club totals sixty-nine. Finals in the ladies' and the gents' doubles will soon be reached.

Calgary Store "Beavers"

Basket Ball—"The Beavers" lady basketballers are taking part in the Intermediate City League. They are also challenging for the "Watling Cup" now held by the Calgary Follies club.

Vancouver: *Badminton*—A keen interest is being shown by members of the staff in our Badminton club formed last fall. We hope to hold a tournament at the end of March. Bowling and basketball are also claiming their quota of enthusiasts.

Department Store Merchandising

The Factors That Determine the Type and Amount of Merchandise to Be Purchased for Any Stock, and the Reason for Systems

By A. R. MORRELL, Merchandise Manager, Winnipeg Store

PART ONE

NOT so many years ago the job of the buyer (or, as we more accurately call him, department manager) was that of purchasing merchandise, with very little help in so doing other than his knowledge of values and what he called "hunches," but within the past few years merchandising has fast developed toward and almost into an exact science.

The process of buying the right type of merchandise in the right quantity cannot be accomplished without the guidance of basic facts, but with the equipment formerly in existence, such facts were not available; therefore methods and systems were devised to provide the necessary information. Thus we have witnessed during the past ten years a steady growth in the use of systems to make possible, or at least far easier, the buying of the right type of merchandise in the right quantities. Progressive stores throughout the country have given attention to the formulation of these systems.

With the desirability of carrying smaller stocks as a guard against losses from such causes as style depreciation, came the necessity for the simplification of price lines and the elimination of those which were not producing volume or were not adding a necessary element to the assortments. Complete assortments in multiple price lines and minimum stocks could not possibly go hand in hand. And so it was that the price zones came into use.

Price zones of a department are decided upon by establishing those prices at which there is greatest customer demand, and at which, consequently, the greatest number of sales are made. When stocks are divided into few, rather than many, price lines, then larger assortments can be shown at each price. So price zoning, as it is called, requires buying to a price, rather than random pricing of promiscuous purchases. The principle involved is that of centering investments where there is the greatest possible outlet, carrying enough high-grade merchandise to assure the customer that the styles are authoritative, and enough lower priced merchandise to take care of the occasional call, but devoting most attention to a complete assortment of merchandise at prices most in demand.

Before price zones were adopted as a sound merchandising policy, departments were stocked with a host of prices, varying from one another only by a few cents. With such an array of prices and the necessity of carrying a fair assortment at each price, of course an unwieldy stock with a slow turnover resulted, and a slow turnover always means high reductions and an unsatisfactory net profit.

Careful and intelligent price zoning results in better stock control, increased turnover, smaller investment, decreased reductions, better gross profit, and a

saving of the department manager's time. If a department manager knows to what retail price zone he wishes to buy, he can eliminate merchandise that does not fit into that zone.

Another development in retailing, to assist in buying right things in right quantities, is the classification system, or the compilation of operating statistics for subdivisions of stocks.

From classification figures can be compiled such information as, stock on hand, markon, turnover, reductions and gross profit of any family of merchandise in a department, instead of total figures for the department. Thus a department can tell exactly when it is over or under stocked, when it is making or losing money, and as a basic method of ascertaining consumer demand, this system is most helpful, for it in turn does its part in interpreting stocks, and supplying proper merchandise in right quantities for customer wants.

Unit control systems are another aid in buying proper merchandise in right quantities, and have to a large degree changed guessing into knowing.

Some of these systems, generally in use in such departments as notions and toilet goods, automatically take care of re-orders, they having been worked out on a mathematical basis. All of these systems show stock on hand in every classification down to the individual item itself and the movement of the article over a period of time; whether the popularity of it is waxing or waning, thus indicating whether that number or that colour should be ordered in increased or decreased quantities, or closed out. I have no doubt but that in a short time not a department store will operate without a complete unit control system.

Then, based on stock records, or evolved as a part of them, the model stock plan has come into being. This plan seeks to set up ideal limits for various subdivisions of stock, and provide a basis for checking assortments and buying right quantities. The model stock plan is closely related to price zoning.

The want slip system may be classed as another very important help in buying in right amounts, the quantity bought depending somewhat upon the frequency of the demand. When a department manager has several calls for merchandise not stocked, he will, of course, see that such merchandise is wanted merchandise and will stock it.

The importance of style or fashion in present day merchandising has brought about in many stores that new department, the style bureau. Perhaps today the greatest factor in determining the type of merchandise to buy is style. We have come comparatively recently into a new era of retailing caused by a widespread fashion consciousness. Fashion has never before been so important in retailing as it is to-day. Its influence has spread from a small circle of wealthy people to the great masses. Where formerly it affected hundreds, it now affects millions, and as retailers we should not attempt to control or oppose fashion in our buying, but to follow and conform.

And perhaps the latest aid to buying right merchandise is that of the bureau of standards or the testing laboratory, now set up in many stores, which, by testing samples, makes it possible to avoid the purchase of merchandise not up to store standards, or up to the claims made for it by the manufacturer. This bureau determines if an article is all wool or all silk, if it will wash without shrinking, or if colours are fast. As an example of the value of this bureau, I

might mention that recently a certain group of affiliated stores decided to carry their own brand of sheets, thus avoiding the necessity of meeting competitors' prices, which has always been an evil in domestic departments and made it nearly impossible to show a profit in these lines. Before the merchandise, which was to carry their private brand name, was decided upon, samples of sheets from ten or twelve manufacturers were procured and given to the buyers, who met in convention to decide which sheet was the best value. Subsequent tests showed that the buyers were wrong in their selections, and that the highest priced merchandise was by no means the best value as to tensile strength, shrinkage, wearability, etc. Manufacturers make certain claims as to the thread and gauge of stockings, as to their silk content; and by this testing bureau, manufacturers' statements are proved or disproved. These examples are an indication of the value of such a laboratory in the purchasing of right merchandise.

(To be continued next issue.)

Why the Loon Walks Badly

A Legend as Told by a Trout Lake Indian

(Sent from Nelson River District)

WESS-A-KA-JACK, having lit up the stars, painted the flowers and completed various other parts of his works, decided to hold a big dance. He sent out his invitations to the inhabitants of the district, which consisted at that time of feathered beings only, this being before the advent of man. He then took himself off to his wigwam and planned secretly how he could get a feast, as he was very fatigued and hungry after his labours.

The night of the dance arrived, and the geese, ducks, swans and all the different residents flew over the trees and into the clearing where the big event was to take place. The dance was set agoing, and all were enjoying themselves immensely. After a few square dances, Wess-a-ka-jack stopped them and asked them to form a circle, as he was about to show them a new dance; so, being all very keen, they did so. Now Wess-a-ka-jack told them to close their eyes until the dance was ended. Anyone not doing so would be immediately killed. Off they went dancing in a circle, and as they came round Wess-a-ka-jack examined them, picking out the nice fat ones for his feast. Just as he was about to grab a big plump goose, the loon, which is a very wily bird, opened one eye, saw him, and instantly shouted out, "Wess-a-ka-jack is killing us." Of course there was instant confusion. Wess-a-ka-jack, caught at his tricks, became furious and, aiming a savage kick at the loon, knocked its legs from the middle of its body to the rear. So to this day the poor loon's legs are almost on its tail. It can dance no more, and is very unsteady on its feet. It has to keep almost always to the water.

Evidence is plentiful of that fact, so we are compelled to accept this story as true.

Long Service Medals

List No. 14—1st January to 30th June, 1930

A silver medal signifies fifteen years' continuous service with the Company. A silver bar is added for each five years' service thereafter until twenty-five years' service is attained.

A gold medal signifies twenty-five years' continuous service. A gold bar is added for each five years' service thereafter.

FUR TRADE DEPARTMENT

GOLD MEDAL

Name	Position	Entered Service
McPherson, John	Outpost Manager, Mackenzie River District	1900

GOLD BAR

Gaudet, C. T.	Post Manager, Mackenzie River District	1895
Haight, E. B.	Captain, Mackenzie-Athabaska Transport	1890
McDermott, A. M.	Post Manager, Mackenzie River District	1885
Ware, W.	District Manager, British Columbia District	1895
White, J.	Manager, Dry Goods, Winnipeg Depot	1885
Swaffield, W. E.	Montreal	1887

SILVER MEDALS

Budgell, George	Post Manager, St. Lawrence-Labrador District	1915
Henrikson, H. E.	Post Manager, Western Arctic District	1915
Moar, Fred	Post Manager, Keewatin District	1915

SILVER BARS

Anderson, J. W.	Inspector, Superior-Huron District	1910
Cruickshank, J. G.	Accountant, Fur Trade Commissioner's Office	1905
Edmonds, D.	Outpost Manager, St. Lawrence-Labrador	1910
Laferti, Henry	Interpreter, Mackenzie River District	1910
McPherson, James	General Servant, Nelson River	1905
Renouf, E.	Post Manager, Saskatchewan	1910
Reilly, E. J.	Foreman Packer, Winnipeg Depot	1905
Salt, Jacob	Labourer, James Bay	1910
Woolison, J. G.	Superintendent, Winnipeg Depot	1910
Wynne, D.	Cattle Keeper, James Bay	1910

WHOLESALE DEPARTMENT

SILVER BAR

Brotheridge, A. H.	Shipper, Winnipeg Wholesale	1910

LAND DEPARTMENT

SILVER MEDAL

Stewart, K. B.	Stenographer, Winnipeg	1915

STORES DEPARTMENT

GOLD MEDAL

Wilson, S. D.	Buying Supt., Shoe Departments, Vancouver	1900

SILVER MEDALS

Dungate, H.	Foreman, Department 391, Vancouver	1915
Freeman, R.	Despatcher at Old Store, Winnipeg	1915

Freeman, R.	Despatcher at Old Store, Winnipeg	1910
Hewitt, E.	Receiver, Edmonton	1915

Walker, J.	Engineer, Edmonton	1915
Davies, John	Edmonton	1915

SILVER BARS

Abbott, G. L.	Head Salesman, Department 190, Vancouver	1905
Hardiman, E. F.	Museum Attendant, Winnipeg	1905
Hunter, J. L.	Department Manager, Victoria	1905
Logan, Hugh	Delivery Driver, Winnipeg	1910
Moore, S. A.	Mechanical Superintendent, Winnipeg	1910
Wilson, F. A.	Merchandise Office, Vancouver	1910

List No. 15—1st July to 31st December, 1930

FUR TRADE DEPARTMENT

GOLD MEDALS

Name	Position	Entered Service
Camsell, A. F.	Post Manager, Mackenzie River District	1900
Parsons, R.	District Manager, St. Lawrence-Labrador	1900

SILVER MEDALS

Anderson, A.	Accountant, Keewatin District	1915
Brewer, H. W.	Dry Goods Clerk, Winnipeg Depot	1915

STORES DEPARTMENT

SILVER MEDALS

Barratt, J. C.	Salesman, Vancouver	1915
Brower, George	Buyer, Calgary	1915
Campbell, J.	Receiver, Calgary	1913
Chipperfield, Herbert	Tailor, Calgary	1915
Dawson, Edith	Sales Clerk, Victoria	1915
Glover, T. H.	Department Manager, Yorkton	1915
King, W. S.	Manager, Nelson	1915
McCann, T.	Engineer, Vancouver	1915
McFarlane, John	Salesman, Calgary	1915
Pearen, J.	Salesman, Winnipeg	1915
Russell, George	Receiver, Calgary	1915
Vanner, Wm.	Manager, Adjusting Bureau, Calgary	1914

SILVER BARS

Bowen, Clinton	Head Shipper, Edmonton	1910
Cameron, A.	Receiver, Vancouver	1910
Hudson, J. F.	Department Manager, Vancouver	1910
McCheyne, Agnes	Assistant, Millinery, Winnipeg	1910
Sargent, C.	Saleslady, Winnipeg	1910
Woodhead, E.	Buyer, Winnipeg	1910

WHOLESALE DEPARTMENT

GOLD BAR

Nosworthy, A. E.	Warehouseman, Winnipeg	1890

SILVER BARS

Scott, D. B.	Warehouseman, Vancouver	1910
Steven, D.	Superintendent, Winnipeg	1910

LAND DEPARTMENT

SILVER BAR

Pratt, Mrs. F.	Head Charwoman, Winnipeg	1904

H B C Poets' Page

That versifying is not confined to any particular field of Hudson's Bay Company endeavour is clearly borne out by the two effusions we reproduce here; one from a "Gentleman Adventurer" on Hudson Bay, the other from a "Lady Adventurer" in the ready-to-wear department, Calgary store. "It is not so much how we sing and what we sing about, as that we sing."

Tripping With Dogs

There is tripping with horses, and tripping with trains;
There is tripping on liners, and fine aeroplanes.
There is tripping with motor cars, known as roadhogs,
But this is the story of tripping with dogs.

We first get the dog feed, we water the sled;
A tent and a stove and some kind of a bed;
A box filled with grub, two plates and a cup,
For it may be some time ere we reach the next stop.

Remember, I speak of a trip in the bush
That might take a month ere we end the "big push."
With no roads or pathways, without a signpost,
With none to direct should we ever get lost.

We travel by twos, a driver and guide;
The guide runs ahead and the driver at side,
Who pushes the sled if it happens to stop,
And keeps on the run till he's ready to drop.

We stop for some grub about twelve by the sun;
We cut up some wood, get the fire begun.
We next take some brush to put under our feet,
Then out with the grub box and squat for a treat.

We put on the kettle, held up by a stick,
And thaw out the bannock as hard as a brick.
On go some beans, with a little bit bacon,
And if that's not a treat, well, I must be mistaken.

And after we've eaten, we tie up the load,
On with our showshoes, and back to our road.
For two or three hours we keep on the tramp,
Then the guide looks around for a good place to camp.

When he sets on a place where he sees lots of brush,
Out come our axes, we start with a rush.
We get the brush ready and tramp the place so.
Then up goes the tent, o'er the brush on the snow.

The fire is soon roaring, the pan's on to heat,
It is well filled with snow, and we're starving to eat.
We cram more fresh snow, to fill up our pot.
And change our wet duffles while coffee gets hot.

And next we slice quickly some bacon or ham,
In the pan a nice partridge we also may cram,
A little fat pork, that is just the real thing;
A handful of oatmeal; a feast for a king.

By that time the driver has tied up his dogs.
He looks round about for some dry kind of logs.
He makes a fresh fire, till it's roasted we feel;
He cooks for the dogs some fish and cornmeal.

After the supper, a smoke and a chat.
The dogs are contented, and we hit the mat.
Our duffles and socks are all hanging to dry,
We lie down and dream of the sweet by-and-by.

Next morning at three, we get up from this bed,
Swill bannocks with tea, then we tie up the sled.
We pull down the tent and we put out the stove.
And soon with our dogs we're again on the move.—*George Third, Severn Post.*

Smile, Smile, Smile

We're very glad that we can be
A part of this great Company
That serves the public faithfully;
So we keep smiling.

With our department, big and fine,
The very best one in its line,
We're happy, happy all the time,
And can't help smiling.

Our business, daily, moves along,
We get our share of each day's throng.
We do not quite give way to song,
But we keep smiling.

By always being fair and just,
We've won the confidence and trust
Of all our clients, so we must
Keep right on smiling.

And when this business frown has passed—
And we all know that it can't last—
We'll have the habit sure and fast
To keep on smiling.

To every customer that we
Now sell a dress, we'll sell them three,
And she'll come back, for, don't you see,
We keep on smiling.

So as the seasons come and go,
Our business will expand and grow.
That Service pays we'll try to show
And help by smiling.
—*Margaret M. Dunphy, Calgary Store.*

Fur Trade Supplement

British Columbia District

The district manager returned on 15th December, after having visited Winnipeg, Hazelton, Kitwanga, Fort St. James and Tacla.

Wm. Lloyd has been in training at the district office since the beginning of the year.

Among other visitors during the past quarter have been Chief Factor C. H. French and Captains Cowley and Alexander, of MacKenzie River Transport.

During January the Fur Trade Commissioner, Chief Factor R. Parsons, spent a week with us.

The district manager left on 9th February on an inspection trip to the posts, with Wm. Lloyd accompanying him.—*William Ware.*

Mackenzie River and Athabasca District

Colonel H. G. Reid, formerly attached to the Fur Trade Commissioner's office at Winnipeg, has taken over the management of the Mackenzie River and Peace River Transports.

M. Cowan, formerly of Revillon Freres Trading Company, Limited, joined the staff as inspector in February.

Inspector J. Melven has spent the winter visiting the Athabasca district posts.

Chief Factor Ralph Parsons, Fur Trade Commissioner, spent a week in Edmonton during January.

Weather conditions in Alberta during the winter have been extremely mild, the thermometer seldom registering below zero. There has been comparatively little snow, with the result that fur being scarce, the catch has been small.

S. A. Stephen, formerly in charge of Fort Liard post, returned to Canada in February from Scotland, where he has been spending his furlough, and proceeded down the Mackenzie river with Inspector Cowan, who is on an inspection trip to various Mackenzie River district posts.

Chief Factor J. Bartleman visited Winnipeg on business in November.—*J. Bartleman.*

"A man's value to his organization is determined by his ability to carry a slight overload once in a while and to be able to meet the unusual situation when it arises."

Saskatchewan District

Left, R. B. Urquhart, New Post Manager, Cumberland House. Right, H. M. S. Cotter, Late Manager

The district manager left for the North on January 11 on his winter inspection trip. He hopes to be able to visit the following posts before his return to Saskatoon at the end of March: Pas Mountain, Cumberland House, Pelican Narrows, Lac du Brochet, Stanley, Lac la Ronge, Montreal Lake and Fort a la Corne.

The district office is very glad to welcome back R. W. Murray, district accountant, after an absence of five weeks, due to a bad attack of pneumonia.

John Henry, of the Fur Trade Commissioner's office, arrived on the 10th January to report for duty at district office during Mr. Murray's absence.

Mrs. R. B. Urquart and daughter returned to Cumberland House on the 26th January, after spending the past few months in Scotland.

William Mitchell, apprentice clerk at Stanley post, is at present an inmate of The Holy Family Hospital, Prince Albert, with a fractured leg, the result of an accident sustained whilst on a dog team trip. Mr. Mitchell was brought from Lac la Ronge to Prince Albert by aeroplane. The staff unite in wishing him a speedy recovery.

We had a visit from Chief Factor R. Parsons, Fur Trade Commissioner, on January 31. On February 2, the Fur Trade Commissioner paid a short visit to Prince Albert fur purchasing agency, and left for Regina on February 3.

We also had a visit from H. P. Warne, inspector of fur purchasing agencies, on February 6.

A. S. Fraser, manager Saskatoon fur purchasing agency, and Lyle Cowan, assistant, were transferred to Regina on the 10th February. We wish Mr. Fraser and Mr. Cowan every success in their new location.—*A. B. Cumming.*

Keewatin District

G. C. M. Collins, manager of Island Lake post, and Apprentice G. W. Mathias, of Beren's River post, have paid short visits to Winnipeg for medical attention.

Mrs. Donaldson, wife of the post manager at Nelson House, returned to that place in January, having fully recovered from her long illness.

John Denton, formerly manager of Pukatawagan post, left Winnipeg early in December to spend leave of absence in the Old Country.

Apprentice W. G. McKinnie has been appointed for service at Pukatawagan post.

R. A. Talbot, district manager, visited Wabowden, Split Lake and Gillam posts in December, and is at present in the north inspecting posts in the Lake Winnipeg area.

A. M. Chalmers, manager of Fort Alexander post, is at present confined to the General Hospital, Winnipeg, following a severe operation. His condition, at time of writing, is reported on as satisfactory.—*R. A. Talbot.*

Superior-Huron District

On December 31, at Sioux Lookout, a son was born to Mr. and Mrs. A. Hughes, Lac Seul post.

On December 17, at Lac Seul, John Vincent, a pensioner of the Company, died after having been sick for over a year. He was followed by his wife, Betsy, who passed away on December 20. The late John Vincent served the greater portion of his time in the vicinity of Osnaburg and Lac Seul posts.

H. M. Ross, apprentice clerk, Grassy Narrows post, visited Sioux Lookout for medical attention, on account of throat trouble. Mr. Ross is now recovered and has returned to duty.

J. R. Patience, apprentice clerk at Dinorwic, has been transferred to Long Legged outpost to take charge of same, taking the place of John Murchison, who found it necessary to retire.

James Glass, apprentice clerk at Temagami, has been transferred to Gogama post to take charge, replacing J. B. Frankland, who has been transferred to Senneterre in place of B. Etcheverry, who has been retired.

C. W. Taylor, apprentice clerk at Peterbell, has been transferred to Dinorwic post to act as assistant there in place of J. R. Patience, who was transferred.

Congratulations are due to Mr. and Mrs. Wm. Gregory, of Coral Rapids, on the birth of a son in December last.

We had the pleasure of a visit from the Fur Trade Commissioner, Mr. Chief Factor R. Parsons, shortly before Christmas.

J. C. Atkins and H. B. Warne visited this office during January.

W. M. Ritchie has been transferred to North Bay fur purchasing agency, taking the place of A. H. McDonald, who retired from the service.

Inspector J. W. Anderson is now en route for the posts in the vicinity of Red Lake, Lac Seul, Cat Lake and Osnaburgh, and is not expected back to the office much before the middle of May.

On January 8, a son was born to Mr. and Mrs. Fred McLeod, of Woswonaby post.—*S. J. C. Cumming.*

Western Arctic District

At the time of writing we understand Inspector Wm. Gibson is at Bathurst Inlet post, having left King William Land on his inspection shortly after Christmas. He is due at the Coppermine end of February.

The district manager leaves Edmonton by plane, early in March, for Aklavik, from where he will travel east along the coast as far as the Coppermine inspecting the posts en route.

John Livingstone, who has been taking a trip around the world, has been heard from at such widely separated parts as Japan and North Africa.

Jack Lickert, M. M. Shand and Geo. Edgar are in the Old Country. I. M. Mackinnon is in Vancouver and has taken up flying energetically, securing his pilot's license in a very brief space of time. When flying over to Victoria recently for lunch he found the landing field enveloped in fog but came down successfully in a public park.

All in the State of Mind

If you think you are beaten, you are;
If you think you dare not, you don't,
If you like to win and don't think you can,
It's almost a cinch you won't.

If you think you'll lose, you're lost,
For out in the world we find
Success begins with a fellow's will;
It's all in the state of mind.

Life's battles don't always go
To the stronger or faster man;
But, sooner or later, the man who wins
Is the man who thinks he can.

—*Dr. Croft.*

St. Lawrence District

W. C. Nelson was another member of the Montreal staff transferred to Winnipeg head office during January. We wish him good luck in the west.

We have had visits from the following gentlemen: P. A. Chester, general manager; C. G. Dunn, Garon Pratte, D. A. and W. G. Clarke; Col. Stanton, of Quebec; R. G. Bonnycastle, of the Western Arctic district; H. P. Warne, in charge of fur purchasing agencies; and Doctor Harrison Lewis, Ottawa.

W. C. Newbury, fishery supervisor, returned from the Gulf just before Christmas, having spent the season there in connection with fishery operations.

We welcome J. C. Atkins as manager of the Montreal fur trade depot.

Apprentice A. D. C. Lumsden suffered from a rather serious attack of inflammatory rheumatism during November and December. He is still under the doctor's care, although now discharged from hospital.

Apprentice J. A. Wynd has returned to duty at Weymontachingue after recuperating from his recent illness.

Congratulations to Mr. and Mrs. Angus Milne on the birth of a daughter in November.

The S.S. *Sable I* has made two voyages on the winter schedule from Murray Bay to Seven Islands and intermediate ports, also delivering mail and supplies to Anticosti Island. This is a service much appreciated by the residents of the north shore. On the last voyage she was unfortunate in losing a propeller blade in the ice, but Captain Fournier had the ship's stern beached at high tide and by strenuous endeavour a new blade was fitted and she floated off on the following tide and proceeded on her voyage.

J. L. Gaudet, post manager at Bersimis, at present on sick leave visited the office in January in company with his brother, F. C. Gaudet.—*H. Hodkisson.*

Ungava District

The first wireless messages since the close of navigation have recently been received from Fort Chimo and Stupart's Bay, reporting all well at the northern Quebec posts.

Packages of mail for the northwestern Quebec posts were dispatched in December by way of Coral Rapids and Moose Factory.

Numerous messages have been received from relatives of the northern staff for transmission by radio, and our thanks are due to the Westinghouse Company and the *Manitoba Free Press* for their kindness in broadcasting the messages on regular weekly schedules during the winter through stations KDKA and CKY respectively.

J. J. Ogilvie and A. H. Michell, of James Bay, reached Montreal on 7th February, the former having completed the tractor transport for the season. The latter is sailing for England from St. John, N.B., on Friday, 13th February.

J. M. Kinnaird, who has spent the early winter on furlough with his people in Montreal, sailed for Scotland in the beginning of February to revisit old scenes before returning north.

Visitors in recent months here included: J. H. A. Wilmot and J. W. Anderson, of the Superior-Huron district; Hugh Conn, on his way to Ireland on furlough; George Binney, of the London office; R. H. G. Bonnycastle and G. Edgar, of the Western Arctic district; H. P. Warne, of Winnipeg; and our old friend Bishop Turquetil, of Chesterfield Inlet.

We are glad to report that R. Thevenet, who met with a serious automobile accident in Edmonton in November, is making a good recovery at his home in Montreal.

A. G. Miles arrived from St. John's, Newfoundland, in January, to take over the duties of district accountant.

On Christmas eve, W. E. Swaffield, Sr., and F. C. Gaudet paid us their customary visit and have been welcome occasional visitors since. W. R. Hamilton and W. Galbraith, the other retired members of the Company's staff in the vicinity of Montreal, received Mr. Swaffield and some of the present staff on New Year's Day.

T. A. Sinclair and his staff at the fur purchasing agency have had a busy season. W. M. Ritchie left for Winnipeg in the end of December and is now at the North Bay fur purchasing agency.—*Geo. Watson.*

Labrador District

Our sympathy is extended to Hon. R. B. Job, of Job Brothers & Company Limited, in his recent bereavement.

The Newfoundland seal fishery fleet will be somewhat curtailed this year, as we understand the S.S. *Nascopie*, S.S. *Sagona*, and possibly other steamers, will not prosecute the voyage.

J. S. Courage, Labrador, fisheries supervisor, after completing his duties for the 1930 season, left St. John's for his home at Catalina early in January.

A. Macpherson is acting accountant at Montreal for Labrador district.

A. G. Miles has now been transferred from the St. John's office to Ungava district office, Montreal.—*S. H. Parsons.*

Little Willie—Mamma, is papa going to heaven when he dies?

Mother—Why, son, who put such an absurd idea into your head?

Obituary

A. C. MURRAY

We regret to report the passing of a loyal old Hudson's Bay Company officer, Alexander Campbell Murray, for many years associated with the Company's fur trade business in Fort St. James district. Mr. Murray died on January 10, at his home, situated about a mile from the old fort which he loved so well. He was a picturesque figure with all visitors to Stuart Lake, and had a flood of interesting information about the early days in the interior of British Columbia that he dearly liked to let flow.

A. C. Murray was born on April 25, 1858, at the Hudson's Bay Company post at Georgetown, on the Pembina, the son of Chief Trader Alexander Hunter Murray, who built Fort Yukon. His mother was a daughter of Chief Factor Colin Campbell, the founder of Fort Dunvegan, where Mrs. Murray was born.

Mr. Murray went to Fort St. James from Winnipeg in 1876 as an apprentice. He travelled by brigade across the prairie via Peace River Pass to Fort St. James. It took him then four months and three days to make the journey which can now be done in less than three days by rail. Mr. Murray spent his first winter under Chief Trader James M. L. Alexander at Fort Fraser. The following spring, he was in charge of Stoney Creek, near the site of the present town of Vanderhoof. He spent two years there and the following seven years at Fort Fraser, then three years at Fort Grahame and one year at Fort McLeod. He became district accountant at Fort St. James under Chief Trader William Trail. In 1891 he was in charge of Fort St. James, with the supervision of other posts in the district. In 1897 he was sent to Fort Simpson; in 1900 to Hazelton. He was awarded the Company's gold medal and one gold bar for long and faithful service.

The sympathy of all members of the staff of the Hudson's Bay Company is extended to the relatives of Mr. Murray in their bereavement.

CHARLES K. A. McDONALD

The sad news of the untimely death of young Charles K. A. McDonald came as a great shock to his friends in the Fur Trade.

He was travelling by plane from Calgary to Winnipeg, on a holiday visit, when the machine crashed at Southesk, Alberta, on 25th September, 1930, instantly killing its three occupants.

Charles was born at Winnipeg twenty-four years ago and was educated in the local schools and Manitoba University. He joined the permanent staff of the Fur Trade service of the Hudson's Bay Company 9th January, 1929, serving at Calgary and Waterways in the fur buying and transport departments, and was a promising young employee.

Charles McDonald follows a long line of relatives who were Hudson's Bay Company officers and whose names are old familiar ones in the service. His grand uncle, A. C. Murray, also an ex-officer in the service, died recently at his home at Fort St. James.

The deepest sympathy of all members of the staff of the Hudson's Bay Company is extended to the parents and relatives of Charles McDonald in their bereavement.

J. J. BARKER

Chief Trader J. J. Barker, for many years in the Fur Trade service, died at Toronto, December 15th, 1930.

Mr. Barker was born on 4th July, 1872, at Brechin, Ontario. His record of service with

the Company is as follows: Joined Fur Trade department as clerk at White River, September, 1899; post manager, White River, October, 1902; post manager, Nipigon, July, 1906; district manager, Saskatchewan, June, 1916; district manager, Lake Huron, January, 1922; became chief trader, 1929.

Owing to ill health, Mr. Barker retired from the service on pension in 1929.

The sincerest sympathy of his many friends in the Fur Trade department is extended to his bereaved relatives.

W. R. ANDERSON

It is with regret we report the death of W. R. (Bob) Anderson, outpost manager, Rossville, on November 25, 1930. Mr. Anderson was well known in the district, quaint in his ways, with a steady flow of humour and good nature that endeared him to resident and visitor alike. While he scorned the time-honoured birch bark as a means of communication, Bob had been known on occasion to write his local requirements on the parent post, Norway House, on a shingle, or to run over to the post in his outboard motor boat with his orders written on a sawed off piece of planed lumber.

He was shrewd to the ways of the native and the Indian, and a keen trader. He was born on 2nd April, 1872, entered the service on 1st September, 1918, as post manager at Nelson House, and since 1st June, 1922, had been manager at Rossville outpost.

COLIN URQUHART

Colin Urquhart, another well-known and much respected ex-member of the staff of the Hudson's Bay Company, passed away on 26th November, 1930, at Vancouver, in his sixty-eighth year.

Mr. Urquhart was a native of Nairn, Scotland; born 14th July, 1864. He served his apprenticeship in the drapery business in that city, then emigrated to Canada. After a short term with the Canadian Pacific Railway, he entered the service of the Hudson's Bay Company at Victoria, as clerk, in March, 1892. He became cashier there in May, 1902, and in May, 1903, was promoted to headquarters at Winnipeg in the same capacity, where he served until his retirement on pension on 31st August, 1920.

Mr. Urquhart was unmarried. He resided in Vancouver, where he formed new friendships and renewed many old ones. His death is deeply regretted by his many friends in the service of the Hudson's Bay Company.

CHARLES ISERHOFF

Charles Iserhoff, who died on 22nd October, 1930, at Mistassinni, was a familiar figure in the district.

He was catechist of the Anglican mission there for years, prior to which he served in the same capacity at Albany and at Moose Factory.

Charles Iserhoff was ordained on 27th June, 1926, by the Bishop of Moosonee. For almost twenty-five years he taught many of the children of the post in English reading, writing and arithmetic. He also taught the Indian children syllabic and English.

He was born in 1858, somewhere on James Bay, and his passing has caused a gap that will be hard to fill.

Some Bible Wisdom

Let there be no strife, I pray thee, between thee and me.—*Genesis xii. 8.*

Unstable as water, thou shalt not excel.—*Genesis xlix. 4.*

Love thy neighbour as thyself.—*Leviticus xix. 18.*

As thy days, so shall thy strength be.—*Deuteronomy xxxiii. 25.*

Quit yourselves like men.—*1 Samuel iv. 9.*

Tarry at Jericho until your beards be grown.—*2 Samuel x. 5.*

And the barrel of meal wasted not, neither did the cruse of oil fail.—*1 Kings xvii.* 16.

How long halt ye between two opinions? —*1 Kings xviii. 21.*

A still, small voice.—*1 Kings xix. 12.*

One that feared God and eschewed evil. —*Job i. 1.*

Great men are not always wise.—*Job xxxii. 9.*

Every man at his best state is altogether vanity.—*Psalm xxxix. 5.*

God is our refuge and strength, a very present help in trouble.—*Psalm xlvi.* 1.

We spend our years as a tale that is told. —*Psalm xc. 9.*

So teach us to number our days, that we may apply our hearts unto wisdom.—*Psalm xc. 12.*

Wisdom is the principal thing; therefore get wisdom; and with all thy getting get understanding.—*Proverbs iv. 7.*

Wisdom is better than rubies.—*Jeremiah viii. 11.*

Go to the ant, thou sluggard; consider her ways, and be wise.—*Proverbs vi. 6.*

A word spoken in due season, how good is it!—*Proverbs xv. 23.*

He that is slow to anger is better than the mighty; and he that ruleth his spirit than he that taketh a city.—*Proverbs xvi. 32.*

Even a fool, when he holdeth his peace, is counted wise.—*Proverbs xvii. 28.*

A good name is rather to be chosen than great riches.—*Proverbs xxii. 1.*

Seest thou a man diligent in his business? He shall stand before kings; he shall not stand before mean men.—*Proverbs xxiii. 29.*

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